COMMERCE AMERICA

U.S. Department of Commerce / August 29, 1977

THE ECONOMIC STAKE IN THE PANAMA CANAL

Newsmemo

Are possible customers turned on or turned off by unsolicited mail sales pitches that use rented lists? The trade association for direct mail users now has a six-year record on its Mail Preference Service, which gives mail recipients an opportunity to be "de-listed." Over that period 190,000 persons requested the MPS forms. Of these, 98,000 asked to have their names removed from rental lists, but 92,000 sought to be placed on additional direct mail advertising lists. The sponsoring Direct Mail/Marketing Assn. also reports that its member firms find that customers, given a choice to be retained or dropped from mailing lists rented to other enterprises, decide by a large margin to stay on the lists.

Here's a golfing expedition that is strictly business. Jacobsen Mfg. Co. of Racine, Wis., will host 80 French businessmen who deal with golf courses, athletic fields and other turf maintenance situations. The October trip was arranged by the U.S. mower-tractor firm's French distributor. The visitors will see how U.S. golf course superintendents--and park and athletic field supervisors--handle their turf care problems. This American informational study will also take them to Minneapolis, Louisville, New Orleans, Miami, Washington and New York.

Ask Porta Systems Corp. about U.S. Trade Center shows as an introduction to export markets. The Syosset, N.Y., company, with about $6 million in annual sales and limited experience selling abroad, entered the recent Telecomm USA'77 show at the London U.S. Trade Center. This first effort by Porta Systems in the British market has resulted in predicted follow-on sales of $20 million over the next year. The company's equipment met enthusiastic interest by the British Post Office, the U.K.'s telecommunications monopoly, and an expected marketing agreement with a major British firm that would encompass not only the U.K. but several Near Eastern and African nations.

In a way, Porta systems invaded Britain via Mars. A feature of the Telecomm USA'77 show was the appearance of Dr. William Michael, Jr., leader of the radio science team of NASA's Viking Mission to Mars, who chaired a technical seminar. After that program, more than 200 delegates were taken to the exhibition and a special reception. Exhibitors later commented that this group included some of the best-qualified visitors to the show and that they generated a large number of sales leads.

International travelers often mistakenly think that U.S. food-plant-animal quarantine restrictions are aimed only at commercial importers. The Agriculture Department is reminding all who return to the U.S.—including those on business journeys—that the restrictions apply to anyone who brings or mails agricultural items into the country. Personal luggage can be a major channel for the spread of pests and diseases. One pet parakeet that entered the U.S. in 1971, for example, spread a virus that led to the destruction of 11 million exposed chickens. The Agriculture Department's "Travelers' Tips" booklet clearly explains quarantine matters.

Mopeds are coming, perhaps a million by 1980. This prediction by the Automotive Service Industries Assn. rests on progress in the states on classification-registration matters. Mopeds average 120-200 miles per gallon. Europeans have about 15 million of them now in such gas-saving service. If Americans can adapt to the new driving habits that the existence of a large moped ownership will require, the automotive service group is looking forward to a market here that will match Europe's.

Fire safety design in buildings must take into account the behavior of humans. The State of Kentucky has given approval to a study into this subject, as an aftermath of a Kentucky nightclub fire in May that took 162 lives, worst such disaster in 25 years. The fire and its circumstances are compelling building code officials at federal, state and local levels to reevaluate their requirements for sprinkler systems, smoke detectors and building design for public assembly areas.

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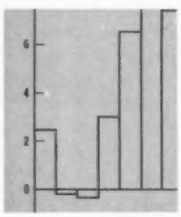

2 Economic Highlights

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COVER: A merchant vessel makes its way through the Panama Canal, the economic benefits of which are so important to the American business community as the story beginning on page 4 points out.

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Homebuilding Activity Still Strong But No Further Rise Likely in 1977

This column was prepared by Commerce Chief Economist Courtenay Slater, in collaboration with staff economist Leslie Small.

Dr. Slater

Homebuilding activity once again is adding to growth in the economy during the third quarter. The increase will be small, however, compared to the second quarter when increases in residential construction activity accounted for 20 percent of the growth in real Gross National Product.

The recent strength in housing starts—including an 8 percent rise in July—has been somewhat surprising, and the July level may not be sustained. The boom in single-family home sales is likely to be clipped by high prices and a slight rise in mortgage interest rates. The multi-family market, which was severely depressed during the recession, is now coming back, but may not offset the expected decline in single-family starts.

The high rate of sales of single-family dwellings is the result of several factors. Recent surveys have shown that almost half of all buyers of new and existing homes were previously renters, and half of these renters bought their homes between the ages of 25 and 34 years. The population profile chart shows the population by age group as of July 1977. There are 3 million more people in the 30 to 34 age group than in the next older one. For the next 15 years there will be significant increases in the number of people in the 25 to 34 age category, which in turn should mean steady increases in the number of first-time house-buyers.

A second factor which influences the sale of homes is financing. In many cases the downpayment required by a conventional loan for a new house is beyond the means of the first-time house buyer. These downpayments are affordable by sellers of existing homes, where proceeds from the sale of a residence reflect both the reduction of the existing mortgage and the inflationary appreciation of the home's value. The average sales price of new one-family homes has doubled since 1967, and the price of existing dwellings has risen accordingly. Current homeowners meet changing family needs and desires to own more luxurious homes by selling and using the proceeds to buy new homes not readily affordable by others. In the process they supply used houses to the market at prices which are more readily financed by the first-time house-buyer.

Another factor in the high level of sales of new houses is the expectation of continued appreciation in prices. Home ownership in the past decade has proved to be one of the best investment hedges against inflation. Many published reports indicate that individuals and young families often decide to spend a disproportionately large amount of their income to meet mortgage payments. They believe that their incomes will rise as inflation continues, and the fixed mortgage payment will decline as a proportion of their disposable income. They are willing to bear the curtailment of expenditures on other goods and services. In many cases both husband and wife are willing to work in order to be able to afford home ownership.

Rapidly rising prices of new houses have also attracted speculation. That is particularly the case in areas where local governments have imposed constraints on the growth of home building. Growth in population thereby accelerates the rise in the prices of new and existing dwellings. A speculator may buy a new house, rent it for some time, and then perhaps sell for a price that has appreciated faster than the overall rate of inflation. The magnitude of such speculation has led savings and loan associations in California to require that the buyer of the home will be the principal occupant.

The latest data indicate that housing starts in July exceeded 2.0 million at a seasonally adjusted annual rate. Peak starts in this recovery occurred in March 1977, when housing starts reached a 2.1 million annual rate, but the March performance reflected a rebound from the severe weather in January and early February. A record 2.5 million housing start rate occurred in several months during 1972, when starts were boosted by a federal program which subsidized the construction of houses for lower-income families.

Market conditions still have prevented full recovery in the construction of apartments and condominiums. In July 1977, starts of buildings containing five or more housing units rose to 489,000 at a seasonally adjusted annual rate, significantly above the recession low of 151,000 in June 1975. For 1972, however, such starts averaged more than 900,000. Construction and financing costs for apartments are higher than can be recovered profitably in many rental markets. Impeding the building of new condominiums has been the market backlog of existing unsold units stemming from past overbuilding in many areas of the country.

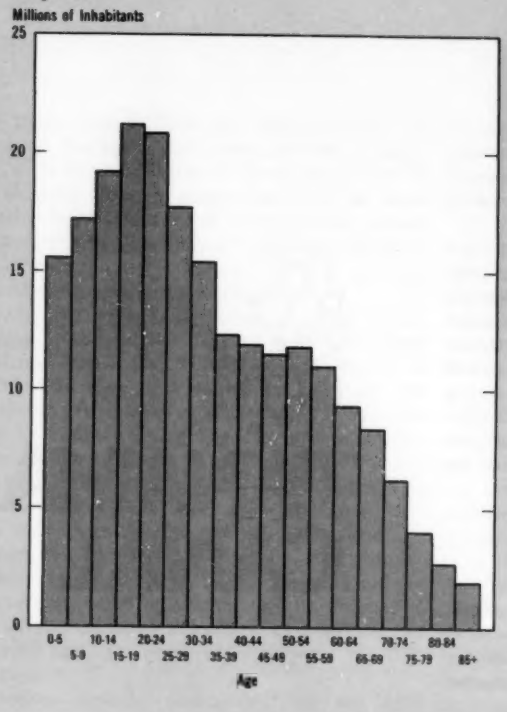
Completions of single-family dwellings have exceeded sales, as shown in the chart, but the inventory of unsold houses is not excessive at current sales rates. The number of months' supply at the current sales rate was 7.1 in June 1977 as compared to 8.6 a year earlier. On average, the number of months from the housing start until its sale was 3.3 in June 1977, lower than the 3.8 months registered a year earlier.

Some factors inhibit expansion of residential construction even during periods of strong demand. Some shortages of experienced workers and building materials, especially insulation, have already been reported. Some local governments have enacted stringent restrictions on building because of environmental concerns, and some cities have imposed rent controls, which can be a deterrent to apartment construction.

Net savings flows into savings and loan associations, the primary source of home financing, have been declining since the fourth quarter of last year but are still ample. The average interest rate on conventional first mortgages, which had risen as high as 9.8 percent in October 1974, dropped to 8.8 percent in February and March of this year but has since risen to 9.0 percent in July. Percentage increases in sales prices and financing costs for new houses outstripped growth of disposable income in the second quarter. Thus, though the underlying demographic factors support strong housing demand, further increases in residential construction activity in the near-term are likely to be inhibited by cost factors.

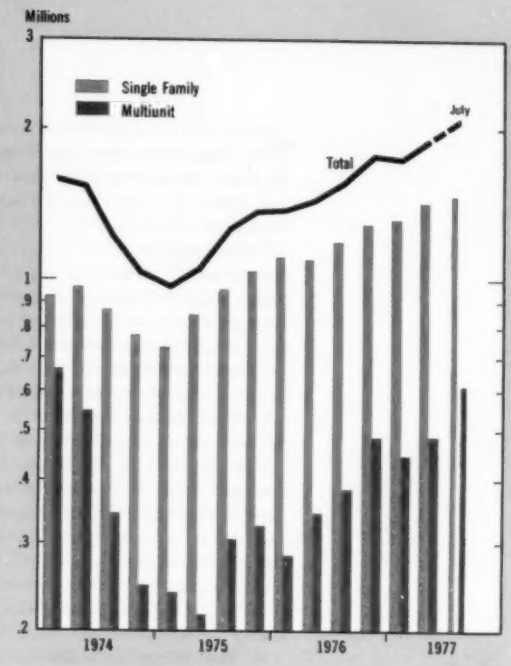
Age Profile of the Population
July 1977

1



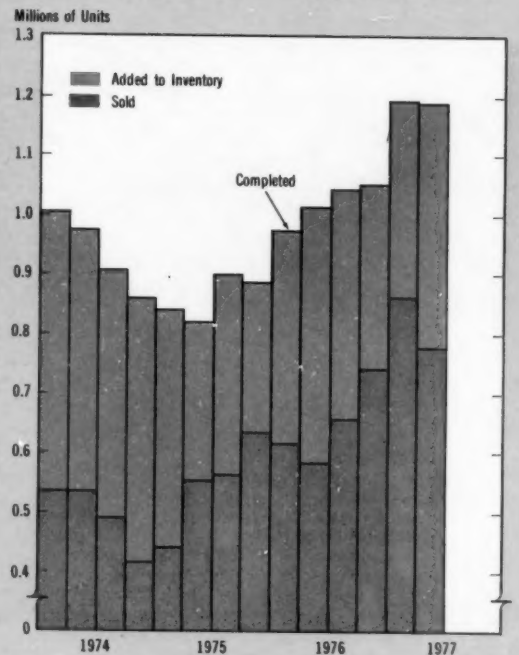
Housing Starts[1]

2



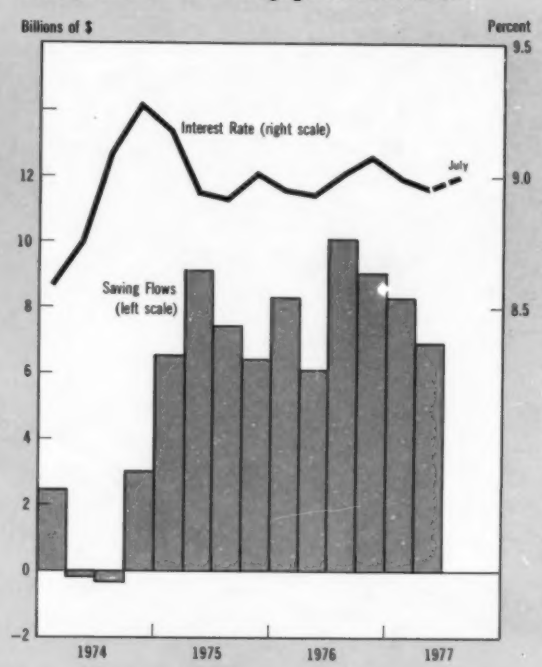
Completions and Sales of Single Family Houses[1]

3



Savings Flows[2] and Mortgage Interest Rates[3]

4



Source: Federal Home Loan Bank Board

[1] Quarterly averages of seasonally adjusted annual rates

[2] Net savings flow into insured savings and loan associations -- quarterly totals of seasonally adjusted data

[3] Average effective rate on conventional loans for new homes

THE ECONOMIC STAKE IN THE PANAMA CANAL

The American business community has a major stake in agreements that can provide a secure and efficiently operating Panama Canal in the years ahead.

Public discussion of the canal treaty issue has largely centered on such aspects as national security, political sovereignty and hemisphere repercussions, but the economic benefits of the canal are so extensive that they must be accorded a similar importance.

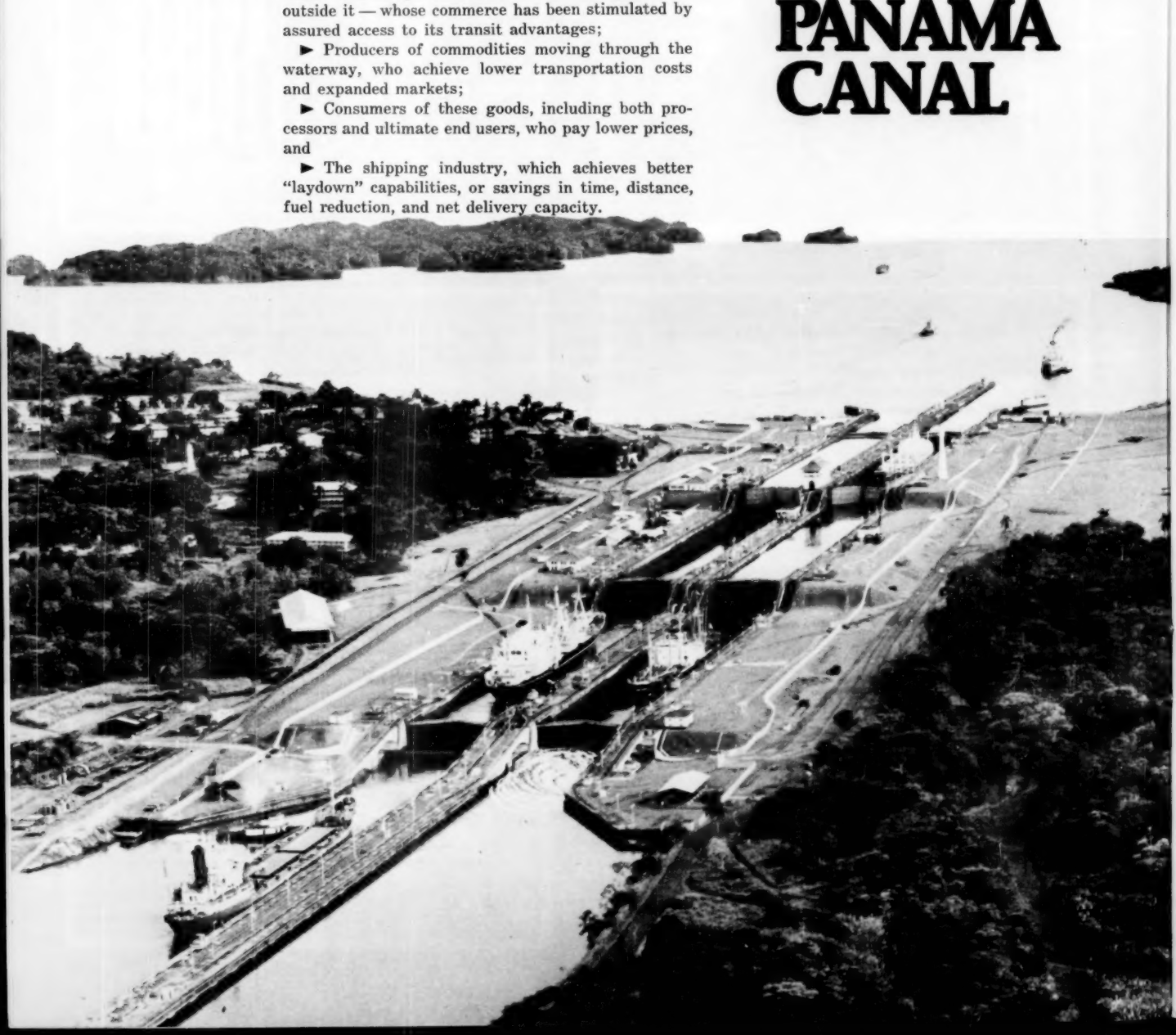
The business community, especially, will be quick to recognize such canal beneficiaries as:

► The trading nations in general — the United States and many others both in the hemisphere and outside it — whose commerce has been stimulated by assured access to its transit advantages;

► Producers of commodities moving through the waterway, who achieve lower transportation costs and expanded markets;

► Consumers of these goods, including both processors and ultimate end users, who pay lower prices, and

► The shipping industry, which achieves better "laydown" capabilities, or savings in time, distance, fuel reduction, and net delivery capacity.



In the treaty negotiations, the Administration has proceeded on the basis that these economic benefits —along with those affecting U.S. security—can be maintained only through guarantees that the canal will continue to be operated efficiently and be secure, neutral and open to all nations in a nondiscriminatory manner. Fundamental to this objective, it is recognized, is the cooperation of Panama.

Under the 1903 treaty which has governed the use of the canal up to now, the U.S. has had total control of Canal operations. The U.S. also administers the Canal Zone, an area of Panamanian territory five miles wide on either side of the canal. In this area the U.S. has been granted "as-if-sovereign" rights permanently, even though Panama retains nominal sovereignty. The arrangement is deeply resented in Panama and is regarded today as a liability in U.S. relations throughout Latin America and elsewhere.

Proposed now are two new treaties, one guaranteeing the permanent neutrality of the canal and the other governing canal operations and its defense to the end of the century. They aim at providing an entirely new basis for cooperation between the U.S. and Panama.

Negotiations toward replacement of the 1903 treaty began in 1964, following a serious crisis in U.S.-Panamanian relations after riots along the Zone boundary had brought death to 20 Panamanians and four Americans. President Johnson announced then that talks would be held with Panama on a new treaty. But the draft accords that resulted were not acted upon by either country. The present series of negotiations date from 1973 with the appointment then of Ambassador Ellsworth Bunker as chief negotiator. When President Carter decided to continue the negotiations he named Ambassador Sol Linowitz to serve as co-negotiator with Ambassador Bunker.

The 51-mile canal, completed in 1914, cost $387 million to build. The amount of unrecovered U.S. investment is now $752 million. The present book value of the canal and its related facilities is $561.5 million. The current work force is 13,139, of whom 27 percent are U.S. citizens. At seven military base areas in the Canal Zone the U.S. has a total current military force of 9,300.

Since 1951 the canal has been required by law to meet its own operating costs, and until 1973 it did so. Since then there have been annual net operating losses, with the result that tolls have been raised—the first increases in the canal's history. The increases have achieved sharp reductions in the operating deficits for the past two fiscal years, and there are expectations of a near break-even for the current year.

In the current treaty discussions it is contended by some that further increases will be inevitable under the proposed new arrangements. The probable impact of such increases is a key point of contention. The Administration believes that assurances of continued secure and efficient operation of the canal under the proposed accord would more than counterbalance the negative effects of any rate changes.

As to future control of canal operations under the proposed treaty, the U.S. will retain responsibility for operations and maintenance during the period to the year 2000, acting through a new U.S. Government agency that will replace the Panama Canal Company.

At the policy level a board of five Americans and four Panamanians will serve as directors of this agency. Until 1990 the Canal Administrator will be an American and the Deputy Administrator a Panamanian. Thereafter these roles will be reversed. The Panamanian board members and administrators will be proposed by Panama but appointed by the U.S. Panamanians will participate increasingly in the canal operations at all levels.

The treaty's proposed financial provisions involve no Congressional appropriations. Instead, Panama will receive exclusively from canal revenues an annual per-ton payment and a fixed sum that can be increased if traffic and revenues permit. In addition, the U.S. is pledging development assistance to Panama for an economic program of loans, loan guarantees and credits, and will also grant military sales credits related to canal defense efforts. Private businesses and non-profit activities in the present Canal Zone will be able to continue operations on the same terms applicable elsewhere in Panama. There are detailed provisions to protect the job rights of U.S. citizens now working in the Canal Zone.

. . . the U.S. will retain responsibility for operations and maintenance during the period to the year 2000 . . .

Another proposed provision commits the two countries to a joint feasibility study of a sea-level canal, if it is needed, and the U.S. will have the right to add a third lane of locks to the present canal, if traffic warrants.

The Commerce Department's Maritime Administration, drawing upon the experience of the U.S. maritime industry and studies made by various U.S. Government agencies, recently submitted a forecast to

CANAL DISTANCE ADVANTAGES

	Nautical Distance			Steaming Days @ 16 Knots		
Route	Via Canal	Via Cape	% Savings	Via Canal	Via Cape	% Savings
Indonesia to U.S. Gulf	12,444	17,183	28	32.4	44.8	28
Valdez to U.S. Gulf	6,806	15,843	57	17.7	41.3	57
El Segundo to U.S. Gulf	4,495	13,540	67	11.7	35.3	67

CANAL CARGOES

Commodity Group	Approximate Total Volume Through Canal, Millions of Long Tons	Percent of Total Cargo
Petroleum & Products	22	18.7
Grains	20	16.3
Coal & Coke	17	14.3
Mfrs. of Iron, Steel	10	7.6
Ores & Metals	9	7.3
Nitrates, Phosphates & Potash	6	5.3
Misc. Agricultural Commodities	6	5.1
Lumber & Products	6	4.8
Canned & Refrigerated Foods	4	3.5
Chemicals, Petrochemicals	3	2.1
Machinery & Equipment	2	2.0
Misc. Minerals	2	1.9
All Other	13	11.1

Panama Canal Company Annual Report, 1976

a Congressional subcommittee that U.S. trade on the routes associated with the Panama Canal will rise substantially over the remaining years of this century. Even if it cannot handle some of the new oversized vessels, the canal (now operating below capacity) should see increased traffic in future years and an increase in value to its users, this forecast concluded.

Latest available annual figures show that about a third of the tonnage through the canal is going to or from the U.S. or is part of U.S. domestic intercoastal trade. Viewing the canal in the perspective of total U.S. waterborne shipments, 6 percent of all U.S. imports, by volume, came through the canal, and 20 percent of all U.S. exports.

Expected traffic growth in the years immediately ahead will include both Alaskan North Slope and Indonesian oil.

Three commodities make up almost half of canal shipments by volume: petroleum and associated products, grains, and coal & coke. Next in importance are manufactures of iron and steel, followed by ores and metals. Other commodities represented strongly are nitrates, phosphates and potash, miscellaneous agricultural commodities, lumber and lumber products, canned and refrigerated foods, chemicals and petrochemicals, machinery and equipment, and miscellaneous minerals.

These high density, low value cargoes are essential to the functioning of an industrial society. They also include major grain and other food shipments vitally needed by the world's peoples. Disruption of such a flow could have adverse effects on the U.S. and its trading partners, the Maritime Administration believes.

Reliance on the canal by other countries is substantial and exceeds that of the U.S. in many cases. Most Central American and West Coast South American countries depend heavily on it. Ecuador, for example, reports that 73 percent of its imports and exports went through the canal in a recent year.

Expected traffic growth in the years immediately ahead will include both Alaskan North Slope and Indonesian oil. Availability of the canal enhances the economic incentives for development of oil sources yet to be proved.

About 7 percent of the world's merchant fleet cannot pass through the canal because of size limitations, but it is pointed out that virtually all of this ineligible tonnage was designed for routes which would not include canal transit. Only 4 percent of the U.S. merchant fleet is unable to move through the canal. Economic obsolescense is thus not a critical factor in the future of the canal. It is generally believed that the currently planned schedule of channel deepening, and the straightening of some curves, will be sufficient to keep the canal apace of operational circumstances through the rest of this century.

In 1974 the Maritime Administration was asked to study the effect on the overall U.S. economy of Panama Canal toll rate increases and possible closure of the canal. A general conclusion of the study was that the near-term losses of domestic revenue and costs to U.S. consumers in the event of a complete closure might be assessed at several billions of dollars. This analysis assumed lengthened trade routes with no diversion of cargo to other modes of transportation.

The availability of alternative modes of transportation—a subject that is part of any discussion of the future of the canal—is closely related to the nature of the cargoes being shipped. It is true that many break-bulk commodities can use railroad and truck transport—the so-called "land-bridge" or "mini-land-bridge" systems—to move between the two oceans. Bulk commodities have fewer alternatives. Petroleum transport, for example, is limited by shortages of operational pipelines. Overland slurrying systems for ores and coal are still under development.

The Maritime Administration, responding to Congressional inquiries recently about the Panama Canal's economic impact as it faces competitive challenges from other routes and modes, asserted that the canal will have a secure role "so long as it is able to make its toll structure attractive to users."

And out of the current treaty discussion comes the equally significant point: ". . . and continues to operate in a secure environment."

KEY BUSINESS INDICATORS

QUARTERLY SERIES

Indicators	IV Qr76	I Qr77	II Qr77	Percent Change From Year Ago
GROSS NATIONAL PRODUCT (bil.$) annual rate	1,755.4	1,810.8	1,869.0	10.5
REAL GNP—percent change annual rate	1.2	7.5	6.1	4.6
CORPORATE PROFITS [1] (bil.$) annual rate	123.1	125.4	139.7	8.1
OUTPUT PER HOUR, NONFARM BUSINESS SECTOR [2]—percent change, annual rate	0	6.1	−1.8	1.8
UNIT LABOR COST [2]—percent change, annual rate	8.7	5.3	8.2	7.0
PERSONAL INCOME (bil.$) annual rate	1,432.2	1,476.8	1,517.2	11.0
REAL DISPOSABLE PERSONAL INCOME—percent change, annual rate	4.9	3.1	7.3	4.1

MONTHLY SERIES

Indicators	May	June	July	Percent Change From Year Ago
RETAIL SALES (bil.$)	59.2	58.4	58.7	9.3
CONSUMER PRICE INDEX [3] percent change	0.6	0.6	0.4	6.7
WHOLESALE PRICE INDEX [3] percent change	0.4	−0.7	−0.1	5.6
Farm Products, Processed Foods & Feeds	0.3	−3.6	−2.1	0.6
Industrial Commodities	0.4	0.3	0.5	7.2
Crude Materials	0.8	−1.6	0	9.8
Consumer Finished Goods	1.1	−0.2	−0.1	6.3
Producers Finished Goods	0.6	0.4	0.4	6.5
NEW FACTORY ORDERS (bil.$)	111.7	112.1	—	13.1
Durable goods (bil.$)	59.2	58.6	56.0	9.3
FACTORY SHIPMENTS (bil.$)	109.5	111.0	—	12.0
BUSINESS INVENTORIES (bil.$)	313.1	315.3	—	10.9
INDUSTRIAL PRODUCTION [2] (1967 = 100)	137.4	138.3	139.0	6.4
HOUSING STARTS annual rate (mil. units)	1.94	1.91	2.06	46.1
CIVILIAN LABOR FORCE [3] (thousands)	97,158	97,641	97,305	2.2
Employed	90,408	90,679	90,561	3.2
Unemployed	6,750	6,962	6,744	*
Unemployment Rate (percent)	6.9	7.1	6.9	*
EXPORTS (mil.$)	10,395	10,112	—	4.0
IMPORTS				
F.A.S. transaction value	11,616	12,932	—	27.4
C.I.F. value	12,404	13,810	—	26.1

ALL DATA SEASONALLY ADJUSTED

Original data from the Bureau of Economic Analysis and the Bureau of the Census except as noted.

[1] Including inventory valuation and capital consumption adjustments.

[2] Federal Reserve Board.

[3] Bureau of Labor Statistics.

*** Unemployment rate in July 1976 was 7.8 percent.**

As of Aug. 23, 1977

Domestic Business Report

New Systems Speeding Storm, Flood Warnings

WEATHER SERVICE RACES AGAINST TIME WITH RADIO NETWORK, AUTOMATED DATA-TRANSMISSION FACILITY

The National Weather Service has come a long way since 1870, when Congress ordered the Secretary of War to make provision for meteorological observations at military posts and give notice by telegraph of the approach and strength of storms. This order came about largely because of disasters on the Great Lakes, where during the two previous years more than 3,000 vessels were sunk or damaged, three quarters of the destruction attributed to the weather.

Today's Weather Service, a Commerce agency, is improving one program and instituting another to speed available weather data, especially storm and flood warnings, to the people needing it most: those making crucial split-second decisions involving lives and property. Due for major expansion is NOAA Weather Radio, a network of VHF-FM transmitters providing continuous broadcasts of weather warnings and forecasts. The new program, Automation of Field Operations and Services (AFOS), is an all-electronic system of high-speed transmission of weather data.

The NOAA Weather Radio network has grown from four stations in 1965 to more than 130 today. Plans call for it to be expanded to well over 300 stations providing service for 90 percent of the U.S. population within the next two years.

Established in the 1960s to provide marine weather forecasts and warnings to recreational boaters, the network has grown into the primary means by which the Weather Service plans to spread storm, flood and tornado warnings rapidly throughout the nation.

During good weather, the latest tape-recorded observations and forecasts are broadcast by Weather Service offices 24 hours a day, seven days a week. They are revised every two to three hours, more frequently when appropriate.

When severe weather threatens, forecasters interrupt the routine broadcasts and substitute storm warnings. They also activate specially-designed receivers that either sound an alarm alerting the listener to turn up the volume or automatically bring the volume up to full. Such receivers are especially valuable in factories, schools, hospitals, nursing homes and other places where large numbers of people congregate.

In addition to providing weather reports 24 hours a day, plus the automatic storm-alerting feature for those who want it, NOAA Weather Radio offers a variety of specialized weather information tailored to the needs of local boaters, fishermen and farmers.

States becoming partners

Many states are becoming partners with the National Weather Service in the installation and maintenance of NOAA Weather Radio equipment. Kentucky was first, obtaining eight transmitters—enough to blanket the state. Since then, 16 other states have followed suit. NOAA expects 25-30 states to ultimately join the cooperative program. Those who have chosen not to join generally either already have a similar system in place or are not set up administratively to have one unit handle the logistics. In addition to the traditional weather warnings and forecasts, NOAA hopes the network will be used to alert communities to other emergencies, such as earthquakes and toxic chemical spills.

Another boost to NOAA Weather Radio—especially in areas where tornadoes and hurricanes are a chronic threat—has been the retransmission of its broadcasts over cable television. In these areas, the broadcasts are relayed over designated but otherwise unused channels on home television sets.

Recently, equipment has been placed on the market to provide cable television with a warning-alarm capability. With this, the cable operator offers subscribers a supplementary service to alert them any time the Weather Service activates its tone signal. An electronic device produces a beeping sound loud enough to alert occupants, even if asleep with the set turned off, to tune to the appropriate channel and receive the warning.

A similar service features a voice override by which local public-safety officials can blank out the audio portion on cable-TV channels and issue warnings or instructions. A further refinement allows the NOAA Weather Radio signal to be split off and fed into a conventional FM radio receiver.

At other locations, reception of NOAA Weather Radio broadcasts requires purchase of special, high-band receivers, because the frequencies used are considerably above those used for commercial FM broadcasts. Also on the market are multi-purpose radios which offer standard AM/FM frequencies plus the so-called weather band as an added feature. These usually are not warning-alarm types.

The Weather Service advises prospective buyers to make final acceptance of a receiver conditional upon a test in the setting in which it is to be used, because transmission is by line of sight and, like television, may be blocked or interfered with by hills, large buildings or nearby commercial transmitters.

The new NOAA program, AFOS, will involve on-site minicomputers and television-type monitors at more than 200 Weather Service offices. It will replace teletypewriters, facsimile machines and the vast quantities of paper required for them with an all-electronic system. Information will be delivered from one station to another on the circuit within 25 seconds. The new system will transmit in less than three hours the same amount of information now carried in 24.

AFOS will be implemented at two levels. The first will be the automation of 70 forecast centers by an 11,620-mile full-duplex communications line of telephone quality. The second will be the automation of some 150 smaller field units, which connect to the larger offices.

The prototype is expected to be in operation at Weather Service headquarters by November. Beginning in January similar equipment will be installed at field stations at the rate of approximately six a month. The entire network is expected to be completed by late 1980.

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The AFOS equipment will give forecasters instant access to a large variety of weather maps, messages and observations for use in preparing local predictions. Forecasts can be more easily tailored to answer the needs of those involved in aviation, agriculture, forestry, transportation, or treatment of air and water pollution.

Weather Service customers, such as private meteorologists and airlines who have been receiving data by means of the NOAA Weather Wire and facsimile maps from the National Meterological Center, will continue receiving these products just as before. Later on these subscribers may, if they choose, rent or buy the sophisticated terminal equipment that will allow them to share more fully in AFOS speed and capacity.

To obtain a paper copy of what appears on the TV-type display, the forecaster presses a button and receives a reproduction in seven seconds.

Under AFOS, the 52 Weather Service Forecast Offices will act as collection points for all weather data acquired within their areas. Each one stores the data locally and passes it on to other weather offices as needed. Thus, AFOS contrasts sharply with previous trends in computerized data handling in that it decentralizes the process rather than centralizing it.

According to the Weather Service, the computer can be programmed to flag obvious mistakes such as a temperature going from 25 to 75 degrees in one hour, or a very large temperature difference in stations only a few miles apart, for examples. It is also feasible to have the computer monitor observations and alert the forecaster automatically to a need for changing a forecast.

The Weather Service already has a plan to do that with aviation-terminal forecasts. As an observation comes in to the computer, it will be compared automatically with the existing aviation-terminal forecast. If there's a predetermined degree of discrepancy, an alarm will call it to the forecaster's attention—a red light, buzzer or some such device.

The AFOS system will be enhanced by other automated devices and systems in existence or being developed, such as automatic weather-observing stations, digitized radar, and computer-assisted measurements of the upper air.

Whitebelly Spinner Porpoise Population Up; So Is 1977 Kill Quota

There's good and bad news for whitebelly spinner porpoises.

The good news is that there are a lot more of them than previously suspected.

The bad news is that the higher population count has caused an increase in the number of them that can be killed this year.

An increase of from 7,840 to 11,219 in the number of whitebelly spinner porpoises that may be killed during the U.S. yellowfin tuna purse seine fishing operations in 1977 has been announced by Commerce's National Oceanic and Atmospheric Administration (NOAA).

NOAA explained that the original quota established by its National Marine Fisheries Service was based on an estimated whitebelly spinner population of 549,000. Recent scientific information places the number at 690,000.

The increase raises the 1977 quota for all species of porpoise that may be killed to 62,429. Through July 24, a total of 9,864 porpoises of all stocks had been reported killed, and of these 2,079 were whitebelly spinners. In 1976, 30,400 whitebelly spinners were killed.

Fire Prevention Programs Funded In Three States

Three states have received grants from Commerce's National Fire Prevention and Control Administration (NFPCA) to establish statewide resource systems for public fire education. Delaware, Illinois and Oregon will receive $15,000 each as the first beneficiaries of this pilot program.

One or more resource centers per state will be set up to supply local fire educators with tested programs and materials tailored to community fire problems.

"Statewide sharing of public fire education information and resources will be dramatically improved," according to NFPCA Administrator Howard D. Tipton. "The experience gained by the three pilot states in developing these resource systems will help the Fire Administration design future efforts and guide other states in establishing similar programs."

The state units receiving the grants are: The Delaware State Fire School, The Illinois Fire Inspectors Association and Oregon Fire Standards and Accreditation Board.

STORM WARNINGS—*NOAA Weather Radio forecasters (left) broadcast the latest information on storms and floods over a network of some 130 stations, and a new automated system will speed data electronically to those making life or death decisions.*

RECORD CROWD HEARS TOP AUTHORITIES DISCUSS REGULATION OF ASBESTOS

A thorough new look at the asbestos problem—which may have broad implications for government regulatory agencies and the American mining industry—recently attracted the largest crowd in the history of National Bureau of Standards (NBS) workshops.

The three-day event at the Commerce agency's headquarters was cosponsored by NBS and the Labor Department's Occupational Safety and Health Administration (OSHA).

Concern over asbestos has developed from studies indicating a high incidence of cancer and other diseases among people working with this material. A number of federal agencies have regulations limiting worker and public exposure to asbestos. Since these regulations are based on sampling and measurement methods for asbestos, they depend on how asbestos is defined.

Asbestos is the generic name used to describe a variety of hydrated silicate materials which characteristically exist as fibers. Because asbestos, in its various forms, resists heat and acids, is noncombustible, and can be woven into fabrics, it has become a valuable industrial material with more than 3,000 industrial applications.

Dr. Cary Gravatt, of the NBS Analytical Chemistry Division, says the body of information provided in the papers and the discussions will be useful in providing a new look at definitions, measurement methods, and other aspects of the asbestos problem. One thing brought out in the discussions, he says, was that some elements of controversy were not as great as had been thought.

Federal regulatory agency officials in attendance pointed out that they are required by law to establish rules protecting the public on the basis of what is known at present, rather than what may be developed by further investigation and research.

Spokesmen for the mining industry warned, meanwhile, that if the present definitions set up under law are enforced, the result could be a disaster for the mining industry and an economic jolt for the nation.

"Mineralogists always knew exactly what other mineralogists meant when they used terms like asbestos," said Dr. Tibor Zoltai of the University of Minnesota. "But recently the courts have defined asbestos in such a way that many minerals have become candidates for inclusion in the term. What we need is an unambiguous definition that can be used by all disciplines."

Dr. Clark Cooper of Equitable Environmental Health, Berkeley, Calif., said that environmental exposure to asbestos does not involve a crisis situation, and that it is far more important to cut down on industrial exposure to asbestos.

Amid the mass of papers, officials of federal regulatory agencies presented plans for going ahead with regulation on the basis of present knowledge and standards, explaining that the protection of the public's health will not wait on a resolution of the various problems, and that their mandate from Congress calls for action now.

Dr. Robert M. Hehir of the Consumer Product Safety Commission, pointed out that the Commission had recently proposed a ban on the use of free-form asbestos in consumer patching compounds and in artificial fireplace ash and embers. "Chronic hazards are the most silent type because the consumer is unknowingly exposed to chemical products which have hitherto been assumed safe."

He told of 42 diagnosed malignancies in southeastern Pennsylvania associated with asbestos exposure, including a 14-year-old boy who was said to have helped his father replace plaster board containing asbestos during extensive home remodeling.

The asbestos content of a given product, he said, is not necessarily the sole criterion of that product's health risk. A potential hazard occurs, he explained, when asbestos fibers become airborne.

"Thus," he said, "the Commission's concern is to determine what other consumer products contain asbestos fibers which can readily become airborne under normal use conditions. The Commission will then decide if additional rulemaking is required for the protection of the consumer."

Dr. Aurel Goodwin, of the Mining Enforcement and Safety Administration (MESA), explained that so far as asbestos-mining operations are concerned, companies now are in compliance with the regulation. He added, however, that as a result of disclosures relating to a quarry near Rockville, Md., an investigation is being made of the use of material from other mines and quarries. Crushed rock from the Rockville quarry which had been used in paving roads and playgrounds was found to contain asbestos, and asbestos fibers had been found in the air.

A paper presented on behalf of the

Asbestos Problem Solved?

The search for an asbestos substitute may be over!

The Tile Council of America, a trade association representing the nation's ceramic tile industry, recently was granted two patents covering a series of what are claimed to be adequate substitutes for asbestos.

The subject of considerable scrutiny by the Environmental Protection Agency and the Consumer Product Safety Commission because of its carcinogenic effects, this mineral is presently used in such products as acoustical, insulating, and refractory cements; sprayed-on coatings; molded cement sheets and pipes; and stucco, spackling, tape joint, putty and crack patching compounds.

According to Thomas W. Ferguson, Jr., President of the Council, the substitutes have proven to be suitable asbestos replacements for these industries, as well as for numerous others. "The list of possible applications is quite extensive," says Ferguson. "It could conceivably involve as much as half of the total domestic usage of asbestos."

The technique of incorporating magnesium compounds into hydraulic cements to achieve sag resistance and strength, previously only obtainable by the addition of asbestos fibers, is disclosed in one patent recently assigned to the Tile Council.

Another patent describes how certain long-chain polymers give the same firm consistency provided by the short mineral fibers now banned from many applications by national safety laws.

In addition to these two new patents, a whole series of applications formulated by the Tile Council is presently under consideration by the U.S. Patent Office. These cover a wide range of asbestos substitutes, including non-carcinogenic plastic fibers and various metal hydroxides. These compositions often have superior compressive strengths and higher bond strengths, and also exhibit water-retentivity, even in the absence of a cellulosic material.

The key substitution ingredients are somewhat more costly than asbestos fiber in some instances. "However, the elimination of the need for asbestos handling and labeling precautions more than compensates for this additional cost," notes Ferguson.

Licenses for these asbestos substitutes are now available and, according to Ferguson, they will be reasonably priced, since the Council is a non-profit organization.

For more information, contact Dr. J. V. Fitzgerald, executive director, Tile Council of America, P.O. Box 326, Princeton, New Jersey 08540.

Food and Drug Administration found no evidence to date of gross asbestos contamination in the talc used in cosmetics products.

The agency also has concluded that there is no health hazard from asbestos in the food processing industry.

In presenting the protests of the mining industry to what many in the industry see as over-regulation, Dr. C. S. Thompson of the R. T. Vanderbilt Co., East Norwalk, Conn., said, "Everybody knows what asbestos is, but there are an awful lot of people who don't know what it isn't.

"No one in the mining industry," he said, "objects to proper regulation of toxic substances. No one in the mining industry has any objection to the reasonable control of asbestos as long as the regulations apply to the truly asbestiform varieties of specific minerals."

Task force expected

Dr. Eula Bingham, Assistant Secretary of Labor for Occupational Health and Safety, said that a task force likely will be assembled to consider the various problems developed at the asbestos workshop.

Dr. Brian Mason of the Smithsonian Institution said:

"This workshop brought together a diverse group of people who usually don't speak to each other. They are involved with only one aspect of the asbestos problem, health or mineralogy or regulation. But here at NBS they were talking to each other, and more important, they were beginning to see each other's problems more clearly."

Makers Of Energy-Efficient Consumer Items Sought

If you've built a more energy-efficient product, the Energy Research and Development Administration is looking for you.

The second in a series of public meetings to acquaint potential contractors and the general public with ERDA's national program to develop energy-efficient consumer products and technologies will be held Sept. 8 in San Francisco.

The meeting will be held from 8:30 a.m. to 4 p.m. at the Hyatt Hotel on Union Square, 345 Stockton St.

The agenda will include discussion of ERDA-sponsored work to develop energy-saving appliances, lighting systems, space heating and cooling equipment, insulating materials and other products.

A decentralized management plan under which three ERDA national laboratories now manage research projects in the Consumer Products and Technology Program will be discussed.

Contact: Ms. Carol Gates, Conservation Division, ERDA San Francisco Operations Office, Oakland, Calif. 94612 (415-273-7046).

New Service Will Give Business Rapid Access To Detailed Economic Data

Users of U.S. GNP data will be able to get the detailed economic figures presented in the National Income and Product Tables in the *Survey of Current Business* within 24 hours of official release through a new electronic transmission service developed by Commerce's Bureau of Economic Analysis.

The service, which will be sold through Commerce's National Technical Information Service, will begin with the release of the preliminary gross national product data on October 19. Subscribers will receive on October 20 a Mailgram containing preliminary data for the third quarter of 1977 on the 650 series shown in the National Income and Product Tables carried in the *Survey of Current Business.*

The service will be called NIPAGRAM (National Income and Product Account Data by Mailgram) and will consist of a four-page monthly Mailgram and a Key. The Key will help subscribers correlate the figures in the Mailgram with the proper table titles and items.

Subscribers will receive 12 Mailgrams a year. Because of the number of pages of data released every July, when the quarterly data for the previous three years are revised, the electronic transmission technique is not practical. The information for that month will be forwarded by regular airmail. However, every April an extra Mailgram will be transmitted that contains revised corporate profit estimates for the fourth quarter of the previous year.

The annual subscription prices for NIPAGRAM is $120 for the contiguous United States and Hawaii, and $145 for Alaska and Canada.

Orders should be addressed to NTIS, 5285 Port Royal Road, Springfield, Va. 22161. Those who have a deposit account with NTIS or wish to use American Express can place orders by telephone: 703-5574650.

Energy Conference Proceedings Offered

More than 1,000 concerned energy decision-makers and managers met in Washington in March for the Fourth Energy Technology Conference. The proceedings of that conference have been published as *Energy Technology IV: Confronting Reality.*

The papers cover all of today's main energy sources—coal, oil and gas, solar and nuclear—along with related topics such as conservation technology, environmental concerns, the role of industry and government in energy planning, procurement initiatives, small business and energy use.

The soft-cover volume is available for $28 from Government Institutes, Inc., 4733 Bethesda Ave., NW., Washington, D.C. 20014 (telephone 301-657-2922). The proceedings on tape cassettes are available for $130 per set.

Energy Technology II: International and *Energy Technology III: Commercialization* are available in soft-cover edition at $25 each. *Energy R&D: Present and Future,* volume I, is out of print but can be obtained on microfiche for $8. For libraries and others desiring a complete set of the conference proceedings for reference and research, a special discount price of $75 is being offered for the four volume set.

First U.S. Ship In 16 Years Allowed Into Cuban Waters

An oceanographic research vessel operated by Commerce's National Oceanic and Atmospheric Administration (NOAA) has become the first U.S. ship to receive diplomatic clearance to operate in Cuban waters in the past 16 years.

The 278-foot, 2,800-ton *Researcher,* sailing as part of a study of the Gulf of Mexico Loop Current, was inside Cuban territorial waters for about a day and a half during July, measuring water salinity, water temperature, and depth.

NOAA officials, working through the State Department, obtained permission for the *Researcher* to make the measurements at a site 2.9 miles from the Cuban mainland, off Havana. Cuba claims jurisdiction over waters 200 miles from its coastline, but the U.S. only recognizes the traditional three-mile jurisdiction.

The *Researcher* sailed into Cuban waters the evening of July 13, after picking up two Cuban scientific observers at a rendezvous point. The measurements were made during the next 24 hours, and the observers were disembarked the morning of July 15. There were no incidents, NOAA officials said, and the scientists from both countries worked in "professional harmony." Results of the tests were provided the Cuban observers.

On-The-Job Manual Helps Seamen Cut Pollution

Eighty percent of petroleum pollution from ocean-going vessels is controllable, Maritime Administration Chief Robert J. Blackwell reminds U.S. ship operators in the introduction to *Shipboard Guide to Pollution-Free Operation.*

Published by MarAd, the 50-page booklet is intended for everyday use by the practicing seafarer. It covers, among other things, pollution control regulations, marine pollution case histories, recommended materials for a vessel anti-pollution library, and means of operating pollution-free.

Free copies are available from George C. Steinman, Room 6092, U.S. Department of Commerce, Washington, D.C. 20230.

Fisheries Are Recovering As Fewer Foreign Vessels Operate Off U.S. Coast

For the first time, an orderly system is in effect for the management of fishery stocks off U.S. coasts, and it is having an effect. With the cooperation of interested persons, domestic and foreign, and a certain amount of luck, it should conserve stocks, help rebuild depleted species, and provide fish for the future.

The effect is seen in a reduction in the number of foreign vessels fishing off U.S. coasts. In May, there were 374 such vessels, a substantial increase from the 235 reported in April, but a sharp 60 percent reduction from the 924 reported in May 1976.

The largest number of foreign vessels fishing in May—310—was from Japan, which had all its vessels fishing mainly for pollock off Alaska and seven longline vessels, not included in the total, fishing for tuna in the Gulf of Mexico. Since tuna do not come under the 200-mile limit, permits are not required for tuna fishing.

The foreign fishing and fishing support vessels sighted off U.S. coasts in May were from five nations: Japan, the Soviet Union, Bulgaria, South Korea, and Taiwan. In May 1976, 12 nations had vessels fishing off the coasts of New England, the Mid-Atlantic States, Alaska, and the West Coast.

By June, 730 foreign vessels were sighted fishing off U.S. coasts, nearly double the number for May, but still 25 percent below the record 970 for June, 1976.

Spain and Poland joined the nations fishing off U.S. coasts in June.

In that month, the Soviet Union had 82 vessels fishing in U.S. waters, less than half the 197 fishing the same month a year before.

Not included in the foreign vessels are those of Canada. Fishing under a reciprocal agreement with the U.S., Canada had 50 salmon vessels off the Pacific Northwest Coast in May. In June, Canada had 37 vessels fishing off U.S. coasts.

Winfred H. Meibohm, Associate Director of Commerce's National Marine Fisheries Service (NMFS), attributes the decline in foreign fishing to the implementation of the Fishery Conservation and Management Act, under which management authority went into effect March 1.

The act established the 200-mile limit within which fishing off the U.S. coast is restricted. Foreign nations desiring to fish off U.S. coasts must obtain permits to fish for certain species, and must pay for the permits. Quotas are set up for certain species, and limitations are placed on fishing in specified areas.

"The main reason for the change in the situation," Meibohm says, "is that in May 1976 fishing off U.S. coasts was for the greater part unregulated. In May 1977, it was regulated."

To obtain an accurate idea of the effect of the change, Meibohm says, it will be necessary to compare the results in a full fishing year with the year before the change occurred. NMFS, he adds, is in the process of closing down fisheries as quotas are met, and the effect may show up dramatically in the month-to-month figures. Meanwhile, if U. S. fishermen do not take their alllocation of a species such as squid, the excess is allotted to foreign nations.

Meibohm explains that, under the new law, three distinct procedures are placed in operation. First, an optimum yield or catch is established for each species, based on historical records and expert calculations. Then, since the law gives first fishing rights to U.S. fishermen, a calculation is made as to what portion of the yield should be reserved for U.S. fishermen. Thereafter, what is left, if any, is set aside as an allowable for foreign fishermen.

The State Department is informed as to what this allowable is, and establishes quotas for each nation, based on the historical experience of fishing by the nation. When the nation catches its quota of the species, it is cut off so far as fishing for this species is concerned for the remainder of the year.

However, the same basic rule will apply to domestic fishermen under fishery management plans. When they catch their quota of a particular species, they will be required under these plans to respect the cut-off for that species.

In this way, the system operates to conserve and rebuild species, some of which have been severely depleted by excessive fishing in the past.

To see that the system works, Meibohm explains that fishery management plans are being developed by eight regional management councils established by law. First, there are preliminary management plans set up for foreign fishing, and then complete management plans that apply both to foreign and domestic fishing.

At present, Meibohm says, only two complete management plans are in operation, one for Pacific salmon, and the other for New England groundfish. But he adds that eventually there will be 70 or 80 such plans. This process may take several years.

Meibohm says thus far the system is working well. Observance of the requirements by foreign vessels, he adds, generally has been good, although there have been some minor technical violations.

He explains that observers are placed on foreign vessels on a sampling basis. In this way, not every vessel is inspected, but the sampling is done to see that the law generally is being observed.

"A nation," he explains, "can send whatever number of vessels it deems necessary to take its quota. This is up to the judgment of the nation itself. Obviously, the more vessels it sends, the sooner it may reach the cut-off point."

Purse Seine Net May Revive Commercial Fishing In Great Lakes

The purse seine, a fishing gear used extensively in ocean fishing, is being introduced to the Great Lakes in an effort to help bail out the beleaguered commercial fishermen of that region.

Commercial fishermen in the Great Lakes have suffered severe economic losses due to decimation of the fishery by lampreys, sucker-like animals that invaded the Great Lakes more than 20 years ago and almost wiped out the fish stocks. The fishery is now further threatened by high levels of polychlorinated biphenyls, or PCBs, an industrial pollutant.

In addition, several desirable species, including lake trout and salmon, are allocated solely to sports fishermen.

Because of the dilemma facing the commercial fishermen, researchers at the University of Michigan will test and evaluate the purse seine, which has never before been used in the Great Lakes. Their research is aimed at finding more efficient harvesting methods which will allow greater catches of commercial species without destruction of non-target fish stocks.

To carry out the tests, the researchers have outfitted a commercial fishing vessel with the new fishing gear. Early tests have netted several tons of Great Lakes whitefish.

This is a two-year test project. It is being carried on in cooperation with the Michigan Department of Natural Resources, which will incorporate the project results in overall management plans for the Great Lakes.

Funding for the project comes in part from a grant by Commerce's National Oceanic and Atmospheric Administration (NOAA) through the Michigan Sea Grant Program.

Past emphasis

In the past, Great Lakes commercial fishermen have relied primarily on gill nets or trap nets.

"We hope that the purse seine will provide a commercial fishing method that does not conflict with sports fishing and other commercial fishing," says project coordinator Tom Kelly, a Michigan Sea Grant field agent.

"The primary advantage of the purse seine is that it can harvest fish selectively. Any fish caught accidentally, such as salmon, trout, or any undersized, protected, or sport fish, can be returned to the water unharmed.

Kelly says that the purse seine also is adaptable to some existing Great Lakes fishing tugs, and can be used to harvest a wide variety of fish.

"If this experiment with the purse seine is successful, commercial fishermen may use it to explore areas not currently being fished," Kelly points out.

ACTIONS PROMOTE U.S. FISHING INTERESTS IN HOME, FOREIGN WATERS

The dual nature of the U.S. Government's role in international fishing—protecting American fishermens' interests in both home and foreign waters—is pointed up in two recent activities of Commerce's National Marine Fisheries Service.

The NMFS is holding a series of hearings in various coastal states to elicit public comment on possible U.S.-foreign fishing transactions within the 200-mile limit, including foreign vessels processing and transporting fish caught by U.S. fishermen.

The NMFS, part of Commerce's National Oceanic and Atmospheric Administration, has received several applications requesting permission for foreign processing vessels in the fishery conservation zone to buy fish caught by U.S. fishermen, and to process and transport that fish to their countries of origin.

Other requests concern permission for foreign fishing vessels to catch part of the quota projected for U.S. fishermen by preliminary management plans.

NMFS is concerned that such transactions could result in a total domestic and foreign catch greater than the optimum yields set by management plans, and could disrupt the management system established under the Fishery Conservation and Management Act of 1976.

At present, foreign processing vessels with permits to operate within the 200-mile limit are not restricted as to whose fish they process as long as they comply with the provisions of their permits.

The Service is actively seeking, on a nationwide basis, public comments on these potential problems before making any policy decisions.

Possible courses of action will be discussed at the hearings. These include modifying existing preliminary management plans and regulations in 1977; changing the optimum yields with or without new biological, social, or economic data; adjusting existing foreign allocations; modifying existing permits and issuing new ones; and establishing a long-range policy for U.S. and foreign joint participation in fishing ventures under both preliminary and final fishery management plans.

With the exception of the Northeast Region, all meetings are being held in conjunction with the regional fishery management councils. Dates and locations of the remaining meetings are available from the regional offices of the National Marine Fisheries Service in Seattle, St. Petersburg, Gloucester, LaJolla, (Calif.), and Juneau.

To assist American fishing vessels in foreign waters, NMFS has announced the fees to be paid by their owners to protect them against losses if they are seized by foreign countries.

Under the Fishermen's Protective Act, NMFS uses the fees to help pay costs to owners whose vessels are seized under jurisdictional claims not recognized by the United States. When a vessel is seized the owners are paid for confiscation of fish, vessel, or gear; any damage incurred to the vessel; other costs such as fuel, food, and port fees while they are seized; and up to 50 percent of lost fishing time.

The rate schedule calls for a flat fee of $60 on each vessel, plus an added fee of 45 cents per ton on vessels of less than 500 gross tons, and 62½ cents per ton on vessels of more than 500 gross tons.

Although the rates are the same as last year's, the skippers will be charged only one-third as much because the fee period is only one-third as long, ending with the expiration of the Act on September 30.

Following this period, if no seizures occur, the fees will be refunded, provided the Fishermen's Protective Act is not extended. If the Act is extended, the money will be applied against fees for the year ending September 30, 1978.

Since the beginning of the program, approximately $1.5 million in fees have been collected and an additional $2.5 million has been appropriated. Approximately $3 million has been paid in claims resulting from seizures of U.S. vessels off the coasts of Peru, Ecuador, and Panama.

New Rule Would Ease Buyer's Responsibilities Regarding Warranties

A proposed new rule would make it easier for a buyer to take advantage of a full warranty on a consumer product.

Under the rule proposed by the Federal Trade Commission, it would be unreasonable for a warrantor offering a full warranty to require:

- Assumption of the costs of mailing a product to or from a warranty service point;
- Returning a product weighing over 35 lbs. to a warranty service point;
- Completion and return of a registration card shortly after purchase to make the warranty effective, and
- Return of a built-in product for service unless the product can be removed without special tools or skills.

The proposed rule, a Commission staff report discussing it, and supporting documents are available for examination in Room 130 of the FTC Building, 6th St. and Pennsylvania Ave., N.W., Washington, D.C.

Interested persons may file written data, views, or arguments concerning the proposed rule with John A. Gray, Presiding Officer, FTC, Washington, D.C. 20580, no later than September 15.

All aspects of the rule may be commented upon. However, the Commission has certain issues it would particularly like comment upon, including:

What duties other than those addressed in the proposed rule might be deemed unreasonable to impose on a buyer, and

Would any specific time limitation for a buyer to lodge a notice of defect—other than a "reasonable time"—constitute an unreasonable duty?

For those wishing to present their views orally, three public hearings will be held:

- Chicago, beginning on October 3, in Room 280 of the Everett M. Dirkson Federal Bldg., 219 S. Dearborn St. Persons wishing to appear at these hearings should notify Alline Brown, FTC, 55 East Monroe St., Chicago, 60603, (312-353-3775).
- Los Angeles, beginning on November 7, in Room 13114, 11000 Wilshire Blvd. Persons wishing to appear at these hearings should notify Paul M. Updegrove, FTC, 11000 Wilshire Blvd., Los Angeles, 90024, (213-824-7575).
- Washington, beginning on December 6, in Room 532 of the Federal Trade Commission Bldg., 6th and Penn. Ave., N.W. Persons wishing to appear at these hearings should notify Gary M. Laden, Division of Special Statutes, FTC, Washington, D.C. 20580, (202-724-1145).

Copies of prepared statements to be delivered at any hearing should be filed with the Commission representative for those hearings at least two weeks before the particular hearing is scheduled to begin.

Fishing Industry Council Boosts Safety, Insurance

Commerce's National Marine Fisheries Service and the fishing industry are forming a National Council on Fishing Vessel Insurance and Safety.

Expected to affect the nation's 150,000 fishermen and the owners of 90,000 fishing craft operating in all coastal seafood producing states, the Council will promote safety standards in fishing vessel construction, maintenance, and operation.

It will conduct training programs and an information system on safety, provide technical assistance, act as emissary in dealing with government agencies, and seek funding from private and government sources.

The broad span of Council activities will relate to programs of the Departments of Commerce, Transportation, Labor, and Health, Education and Welfare, as well as with the insurance and general maritime industries.

The National Council will carry on the work of an *ad hoc* group formed in 1973, and will be established as a non-profit organization of industry members.

Colorado, Virginia To Host Final Dress Rehearsal For 1980 Population Census

Four counties in Virginia and Colorado, the city of Richmond and New York's SoHo district will be understudies in an extensive dress rehearsal scheduled by Commerce's Census Bureau in preparation for the 1980 census.

Two censuses will be conducted in April 1978:

- Richmond and the adjacent counties of Chesterfield and Henrico will be covered by the mail-back ssytems which will be used for most of the country in 1980.
- LaPlata and Montezuma counties, located in the Southwest corner of Colorado, will be covered by the door-to-door enumeration system, which will be used generally in very sparsely settled areas.

In addition, a census will be taken in September 1978 in that part of Manhattan Borough south of Houston Street. This inner-city area, containing many racial and ethnic groups, will be counted by the mail-back system.

The dress rehearsal will use what are planned to be the final materials and procedures in locations which typify various conditions the Bureau will face in counting everyone in the United States in 1980.

This program differs from the Bureau's test censuses, in which alternative methods and questionnaires were tried out in a number of areas across the country during the last few years (See *Commerce America*, August 14, 1977). Evaluation of the test census results figured in decisions about what methods and content will be used in 1980. Following the dress rehearsal, only those materials and procedures which appear unsatisfactory for 1980 will be revised.

Under the mail-back system, census takers call only on those households which do not send back their questionnaires or which do not fill them out completely. Under the door-to-door system, each household is requested to fill out and hold its questionnaire for pick up by the census taker. If the questionnaire has not been filled out completely, the census taker will ask for the missing information.

The 1980 Census of Population and Housing will be the 20th in an unbroken string of ten-year censuses begun in 1790. Not only is the census required by the Constitution to apportion the House of Representatives each decade, but census figures also play a major role in redistricting at all levels of government.

Billions of dollars in federal funds are allocated annually to state and local governments on the basis of populations. The federal revenue sharing program, for instance, uses population and personal income as key elements in the distribution formula. These statistics are derived from the decennial census.

Information provided to the Census Bureau is protected by strict federal confidentiality laws. No government agency or individual has access to personal information contained on census questionnaires. Published results of a census consist only of summary statistics for various geographic areas—no information on specific individuals or their families.

Financial Managers' Desk Guide Published

What can treasurers and controllers do to improve the handling of their ever-widening scope of financial responsibilities? Prentice-Hall, Inc. recommends that they turn to its encyclopedic new reference volume entitled *Treasurer's And Controller's Desk Book* by Daniel L. Gotthilf.

This desk guide provides in-depth information on such key subject areas as banking and short-term loan arrangements, cash forecasting, controlling operations, tax policies, operational audits and stock option planning.

Conveniently indexed and cross-referenced for quick information retrieval, the book is supplemented with an index of working aids and informational schedules to illustrate major points.

Priced at $29.95, the book may be ordered from Prentice-Hall, Inc., Englewood Cliffs, N.J. 07632.

Areas Of Six States Named For Drought Aid

The impact of this summer's drought has not been confined to the Western States—parts of six states east of the Mississippi recently became eligible for a drought relief program administered by Commerce's Economic Development Administration.

Areas of Georgia, Illinois, Michigan, North Carolina, Virginia and West Virginia have been designated as emergency drought impact areas under the Community Emergency Drought Relief Act of 1977.

Drought-impacted communities may use EDA funds to help reinforce water systems, purchase and transport water for immediate relief from drought conditions, implement water conservation measures and carry out other activities that will mitigate the effects of the drought.

Areas now eligible for such funds are:

Georgia—Bartow, Catoosa, Dade, Dawson, Fannin, Floyd, Forsyth, Gilmer, Gordon, Haralson, Lumpkin, Paulding, Pickens and Polk counties;

Illinois—Edwards, Wayne and White counties;

Michigan—Crawford and Roscommon counties;

North Carolina—56 counties, scattered throughout the state;

Virginia—22 counties and the cities of Emporia, Franklin, Hopewell and Williamsburg, and

West Virginia—Calhoun County.

Truckers May Expand Range Of Service; Hearings Seek To Ease Access To Industry

Tens of thousands of out-of-the-way transportation consumers who depend on interstate truck transportation to ship or deliver their goods may soon find it easier to get service as the result of an Interstate Commerce Commission rulemaking proceeding.

Under present requirements regular route truckers of property may now serve any place of business or other building which lies within one airline mile of the highway the carrier travels. In order to serve a site which is located wholly within a municipality, however, that entire municipality must be within the one mile limit.

What the ICC is currently considering is whether to expand the one-mile service limit to five miles, plus permitting a carrier to serve all areas of a municipality even though some portions may extend beyond five miles.

The Commission said that while it is not contemplating oral hearings in the case at this time, anyone wishing to present views may do so by filing written presentations with the Secretary, Interstate Commerce Commission, Washington, D.C. 20423, by Sept. 20.

The proceeding is docketed at the Commission as *Investigation to Consider Modification of Administrative Ruling No. 84*, Ex Parte No. MC 106.

In another move of interest to business, the ICC will hold a series of six coast-to-coast hearings to invite public comment on its recently published report recommending easier methods of entry into the trucking industry.

The Commission said the hearings will focus primarily on ways to simplify licensing procedures for trucking, but comment also will be invited on ways in which the ICC can assist the small businessman and reduce regulatory lag. They will be held in the six ICC regional offices: Chicago, Sept. 8-9; Fort Worth, Sept. 13-14; Atlanta, Sept. 22-23; San Francisco, Sept. 27-28; Philadelphia, Sept. 30-Oct. 1; Boston, Oct. 5-6.

After the two days of hearings the records will be left open for submission of written comments.

The 58-page staff report, *Improving Motor Carrier Entry Regulations*, contains 39 recommendations affecting entry in the trucking business. Copies may be obtained from the Office of the Secretary, ICC, Washington, D.C. 20423.

HAND-CRAFTED LOOK—*Norlayne Products, a minority-owned and operated company produces polyester pottery that looks like ceramic. Here, Randolph T. Blackwell (2nd from right), OMBE Director, and company owner Galaviz (right) watch production.*

New Technology Aids Old Art Of Pottery Making In Minority Business Success

An Hispanic minority entrepreneur has built a new business from the ashes of his former one, which burned just as it was beginning to show a profit. A loan from the Small Business Administration (SBA) and some technical help from Commerce's Office of Minority Business Enterprise (OMBE) helped make it possible.

Fernando Galaviz, of Anaheim, California, manufactures polyester pottery in Aztec Indian style that looks like ceramic. His firm, Norlayne Products Company, Inc., uses a unique process of injecting a polyester made from water-extended resins and a catalyst into special pottery molds.

The company employs 36 people, pays them combined salaries of $208,000 and expects to gross $1.2 million next year.

The fire in Galaviz' previous plant, combined with ensuing insurance litigation, brought him to the brink of bankruptcy two years ago. He credits the SBA, OMBE and two large companies with enabling him to make a fresh start. The companies are Phillips Products, Co., Inc., a subsidiary of Phillips Petroleum Company, which is the sole distributor of his products, and Space Ventures, Inc., a Minority Enterprise Small Business Investment Corporation (MESBIC) sponsored by Rockwell International. Rockwell became involved because the resin polyesters are a spinoff from the space program.

In addition to helping him out with loans and guarantees, Phillips loaned an engineer who worked with him in improving the injection-molding technique.

Galaviz' products are sold under the Phillips brand as Hand Crafted Garden Scene Floralware, are available in 42 different colorful models, don't stain, and resist cracking or breaking.

Active in community service programs, Galaviz provides jobs at his factory for people referred by The Friendly Center, a community-based action agency that works with pre-school-age children, the elderly, drug offenders and others. Galaviz was recently appointed to the Center's board.

Slow Repayment Of Federal Funds By States May Penalize Their Businessmen

Employers in thirteen states, the District of Columbia and Puerto Rico may be liable for increased federal unemployment taxes on wages paid in 1977 if their state financial authorities don't take corrective action.

The states are Alabama, Connecticut, Delaware, Illinois, Maine, Massachusetts, Michigan, Minnesota, New Jersey, Pennsylvania, Rhode Island, Vermont and Washington.

Federal law allows states to borrow from federal unemployment accounts when state unemployment insurance funds have been depleted by heavy benefit payments. However, the Federal Unemployment Tax Act (FUTA) provides that employers in states that are slow in repaying federal advances are subject to a reduction of the credit.

The Department of Labor has notified affected states and areas that unless certain actions are taken to repay amounts advanced to them it will not grant deferral of the FUTA tax credit reduction.

The Internal Revenue Service said the reduction of the credit may be deferred if the Secretary of Labor finds that a state has taken measures to restore fiscal soundness to its unemployment account in the Unemployment Trust Fund and permit repayment of any federal advances within a reasonable time. Any credit reduction imposed would be reflected on Form 940, Employer's Annual Federal Unemployment Tax Return, for 1977.

The credit reduction increases for each succeeding taxable year for which there is an unpaid balance unless a deferral is granted. Connecticut, Vermont and Washington previously failed to make timely repayments of federal advances. Therefore, employers in those three states will have a credit reduction of 0.6 percent unless deferral is granted. Employers in the other states and areas will have a credit reduction of 0.3 percent unless their states take appropriate actions to qualify for deferral.

The IRS will not know what specific credit reductions will be imposed until the Secretary of Labor's determinations on November 10.

New York Was Leading Port Of Foreign Visitor Entry

Not surprisingly, New York City led the top ten ports of entry for visitors to the United States last year from Mexico and overseas countries, followed by Miami, Honolulu and Los Angeles. According to figures released by Commerce's United States Travel Service, combined arrivals from all countries, excluding Canada, totaled 6,359,556. This was a 10 percent increase over the 1975 12-month totals.

Visitors from overseas increased 22.5 percent, to 4,439,047. Mexican arrivals numbered 1,920,509, a 10.9 percent decrease from 1975 figures. The decline in Mexican visitors is attributed mainly to a decline in land travel—by auto, bus and rail—down 16.1 percent in 1976.

The top ten ports of entry for overseas and Mexican arrivals during 1976 were: New York City (1,444,654); Miami (729,210); Honolulu (590,566); Los Angeles (476,164); San Ysidro, N.M. (329,570); Laredo, Tex. (276,987); Nogales, Ariz. (194,855); Chicago (193,414); Agana, Guam (145,406); and San Francisco (136,784).

Port of entry figures for in-coming Canadian visitors are not available.

Northwest Industries Face Total Power Shutdown If Energy Conservation Fails

Possible curtailments of electric power this fall and winter threaten several Northwestern states already dogged by water shortages, according to a Federal Energy Administration report.

The report proposes that industrial users of power be cut off completely if conservation programs now in effect fail to maintain energy supplies at the required level.

Government and power company officials anticipate that the low streamflows in the Northwest will not be sufficient to fill the reservoirs for winter's peak demand for hydroelectricity. Hydroelectricity supplies about 80 percent of the Pacific Northwest's electrical needs.

To avoid mandatory curtailment, consumers in the Northwest began a campaign to reduce their consumption of electricity by 10 percent last February.

Between February 1 and June 30, voluntary conservation saved about 2.6 billion kilowatt hours, or a 5-percent reduction from the forecast demand. In May and June, conservation increased to about 7 percent.

If consumers in the Northwest sustain this level of voluntary conservation, there is only a 5-10 percent probability of mandatory electrical curtailments. Should conservation efforts falter, the probability of mandatory curtailments will increase to about 40 percent.

Such a curtailment could be regionwide. Seattle and Tacoma, Washington, have already increased electricity bills by 50 percent for most residential and commercial customers. Some industrial users are paying twice as much as they did last year.

If this approach proves inadequate, it has been proposed that industrial users throughout the region be cut off and, in a "worst possible" situation, that rotating blackouts be imposed on entire communities.

Studies Seek Ways To Re-use Heat In Five Industries

A series of studies, designed to find ways for storing and using wasted heat energy from five industries, could result in major energy savings if adopted nationally.

All of the industries under study are energy-intensive. They include: steelmaking; aluminum smelting; food processing; cement manufacturing; and pulp and papermaking.

The studies, to be funded by the U.S. Energy Research and Development Administration (ERDA), will be carried out under several contracts now being negotiated. The firms selected for negotiation include: Rocket Research Co., Redmond, Wash. (two projects); Westinghouse Electric Corp., Pittsburgh; Martin Marietta Corp., Denver; and the Boeing Co., Seattle. The total cost for the five studies will be approximately $500,000.

Each study will take about six months to complete. In addition to feasibility studies, plans for full-scale demonstration will also be developed, with the future possibility that ERDA might share costs for a demonstration with industry.

Coast-To-Coast Efforts Seek To Save Shoreline

A long-range research project into the complex problem of shoreline preservation has been launched by Commerce's National Oceanic and Atmospheric Administration (NOAA) under its National Sea Grant Program.

With three NOAA grants totaling $223,500, scientists and engineers of the Universities of California, Washington and Delaware will begin an investigation of the movement of sand along selected coastal areas, and its possible adverse impacts on coastal business and residents.

The project represents the first multidiscipline effort to carry out coordinated research into the problem. The research is expected to continue for four or five years, with heavy emphasis on field experiments.

Shoreline preservation is increasingly significant because coastal urbanization, as well as the construction of jetties, breakwaters, and other structures along the coasts, has caused shoreline changes which are sometimes harmful to property.

The researchers expect to create engineering models for predicting sediment transport along a straight coastline where financial losses have been suffered by coastal residents.

Manual Gives Financial Data On 500 Retail Corporations

Fairchild's Financial Manual Of Retail Stores presents detailed financial profiles on nearly 500 publicly-owned corporations representing thousands of retail establishments. The 1977 edition, to be published in October, will run to more than 400 pages and will include all important profit, sales, net worth and dividend ratios, plus key data on personnel, divisions and stock exchange listings.

A special pre-publication price at 25 percent discount is offered to those ordering by September 15. The Retail Manual is in alphabetical format and includes a cross-referenced index of corporations and subsidiaries.

The book can be ordered from Fairchild Books, 7 East 12th Street, New York 10003. The price is $30 prior to publication, $40 thereafter.

Cost Effectiveness Of Marine Fire-Fighting Systems Under Study

Fire is much more terrifying at sea, because there's no place to hide except the ocean.

To help improve firefighting at sea, two Commerce agencies awarded a $272,000 contract to the Stanford Research Institute of Menlo Park, Calif., to compare the cost effectiveness of various marine firefighting programs.

The Maritime Administration (MarAd) and the National Fire Prevention and Control Administration, both agencies of the Department, will share the cost.

The purpose of the study is to enable the agencies to evaluate the impact of the National Marine Fire Protection Program proposed by Congressmen Edwin B. Forsythe (N.J.), Joel Pritchard (Wash.), and Glenn M. Anderson (Calif.)

The legislation would authorize the Secretary of Commerce to establish firefighting teams composed of members of local fire departments. These teams would be specially trained to provide emergency assistance in fighting marine fires and to train ships' crews and local firemen in shipboard firefighting techniques. MarAd would have administrative control of the program, and the U.S. Coast Guard would be in operational control.

Stanford Research Institute will compare the costs and benefits of the proposed program with alternatives to determine the most efficient and economical way of improving marine fire protection.

Bibliography Lists Productivity Reports

Looking for ideas on how to improve your firm's productivity?

More than 100 articles, reports and books that discuss the utilization of technological and human resources to raise productivity and improve the competitive position of U.S. industry are listed in a new Commerce Department bibliography.

Compiled by the Department's Office of Business Research and Analysis, *Productivity and Technological Innovation* includes publications of the Department of Commerce, the Bureau of Labor Statistics, National Science Foundation, and National Center for Productivity and Quality of Working Life, as well as non-government sources.

The publications listed were selected for their usefulness in helping companies achieve gains in crucial areas of productivity improvement and cost reduction.

Free copies of the 12-page bibliography are available from Publications Distribution, Room 1617, U.S. Department of Commerce, Washington, D.C. 20230.

Computer-Assisted Manufacturing Covered In Research Booklet

Information on subjects as diverse as computer assisted manufacturing, fingerprint identification, typesetting, computerized elections, and automation in banking and commerce are highlighted in a 35-page bibliographic booklet from Commerce's National Bureau of Standards (NBS).

More than 300 items covering publications on recent computer-related activities and research at the Bureau are listed in the booklet, titled *Computer Science and Technology Publications.*

They are presented in four sections:

- Federal Information Processing Standards Publications (FIPS PUBS) currently in effect;
- Computer science and technology publications in several NBS publication series — monographs, handbooks, special publications, technical notes, interagency reports, and government contract research reports—and articles in *Dimensions/NBS*, the Bureau's monthly magazine. Publications for approximately the last three years are included;
- Computer science and technology papers and articles by NBS authors in non-NBS media, especially professional journals and conference proceedings. Citations are listed by subject and include papers published 1974 through 1976, and
- Machine readable data files and computer software packages (NBS/DF) related to computer science and technology. Citations are cross referenced to related publications.

To obtain a free copy, write to: Institute for Computer Sciences and Technology, NBS Administration Bldg., Room A209, Washington, D.C. 20234.

Guide Interprets Marketing Research For The Novice

For people who want to conduct, buy or evaluate a marketing research project and have little or no previous background in the subject, a book has been published entitled *Designing The Marketing Research Project.* Author Robert W. Joselyn, an associate professor of marketing at the University of Denver, has analyzed the decision flow found in the typical marketing research project.

While presenting a "best" way to do a project, the book discusses it in the light of normal limitations of time, money and other real world difficulties. Most of the chapters include a checklist guide to assist in the decision-making process.

Designing the Marketing Research Project is priced at $13.95 for cloth edition, and $9.95 for paper copy. It is available from Van Nostrand Reinhold, 450 West 33rd St., New York 10001 (12-594-8660).

Calendar Of Business Events

Sept. 6-9 — Orlando, Fla. — 23rd Annual Seminar & Exhibits of American Society for Industrial Security, Sheraton Twin Towers. Contact: American Society for Industrial Security, P.O. Box 15427, Orlando, Fla. 32808.

Sept. 7-8—Chicago—Marketing Chemical Coatings for Profit, Hyatt Regency O'Hare. Contact: Georgene Savikas, National Paint & Coatings Assn., 1500 Rhode Island Ave. NW., Washington, D.C. 20005 (202-462-6272).

Sept. 7-8—Gaithersburg, Md.—Earthquake Design Criteria, Structural Performance & Strong Motion Records, National Bureau of Standards. Contact: Richard Wright, B260, Building Research Bldg., NBS, Washington, D.C. 20234 (301-921-2277).

Sept. 9—Studio City, Calif. — Federal Procurement Conference, Sportsman's Lodge. Sponsor: U.S. Rep. James C. Corman, Industrial Assn. of San Fernando Valley & IEEE. Contact: Mrs. Irene Slater, c/o Rep. Corman, 14545 Friar St., Van Nuys, Calif. 91405 (213-787-1776).

Sept. 12—San Diego, Calif. — Federal Procurement Conference, Vacation Village Hotel, Mission Bay. Sponsors: U.S. Reps. Bob Wilson, Lionel Van Deerlin & Clair W. Burgener. Contact: John Berry, c/o Rep. Wilson, 6S15 Federal Bldg., 880 Front St., San Diego, Calif. 92188 (714-231-0957).

Sept. 12-15—Atlanta—Marketing & Design/Build/Lease seminars conducted by Jack Miller for the construction industry, Capital Airport Inn. Contact: Walter Johnson, Group Communications, 6101 Southwest Freeway, Suite 401, Houston, Tex. 77057 (713-664-8818).

Sept. 12-23—Chicago—Capital Expenditure Economics II, Institute of Gas Technology. Contact: Industrial Education Dept., IGT, 3424 S. State St., Chicago, Ill. 60616 (312-567-3881).

Sept. 13—Houston — Reducing Energy Costs Through Energy Management, Section I, U. of Houston. Cosponsors: Commerce Houston District Office & Energy Institute of U. of Houston. Contact: Commerce Office. (See Cover III)

Sept. 13-15—Hartford — Machining With High Speeds & Feeds, Hotel Sonesta. Sponsor: Society of Manufacturing Engineers. Contact: Society of Manufacturing Engineers, P.O. Box 930, Dearborn, Mich. 48128 (313-271-1500 ext. 312).

Sept. 13-16—San Mateo, Calif.—Contract Administration & Management, The Villa Hotel. Contact: American Graduate University/Procurement Assoc., Inc., 733 N. Dodsworth Ave., Covina, Calif. 91724 (213-331-5484).

Sept. 13-16—Anaheim, Calif.—Microcomputer - Microprocessor Short Courses, Grand Hotel. Contact: Integrated Computer Systems, Inc., 4445 Overland Ave., Culver City, Calif. 90230 (213-559-9265).

Sept. 14-16—Washington—Assn. of Public Data Users' 1977 Annual Conference, Capital Hilton Hotel. Contact: Secretariat, APDU, P.O. Box 9287, Rosslyn Station, Arlington, Va. 22209 (703-525-1480).

Sept. 14-16—Philadelphia—Solid State Electronics for Non-Electrical Engineers, Drexel University. Contact: Continuing Professional Education, Drexel U., 32nd & Chestnut Sts., Philadelphia, Pa. 19104 (215-895-2154).

Sept. 14-16—New York—Marine Weather & Ocean Systems conference & exhibit, Downtown Athletic Club. Contact: Maritime Assn. of the Port of N.Y., 80 Broad St., New York 10004 (212-425-5704).

Sept. 15—Los Angeles—UCLA Business Forecasting Conference, Dickson Auditorium, UCLA. Sponsor: Graduate School of Management. Contact: Telephone 213-825-1623/7613.

Sept. 15-16—Houston — Marine/Offshore Rules & Regulations Seminar, Astrodome Marriott. Sponsors: Center for Marine Resources, Texas A&M & Society of Naval Architects & Marine Engineers. Contact: Dewayne Hollin, 1200 S. Post Oak Rd., Suite 422, Houston, Tex. 77056 (713-626-0824).

Sept. 19-20—Arlington, Va. — Aerospace Market Forecast Conference, Ramada-Inn-Rosslyn. Contact: American Institute of Aeronautics & Astronautics, Conferences, D/MF, P.O. Box 92932, Los Angeles, Calif. 90009 (213-670-2973).

Sept. 19-20—Philadelphia—Pricing—How to Price for Profits, Drexel University. Contact: Drexel U., see address above.

Sept. 19-21—Suitland, Md.— Course on Census Bureau Geography, Geocoding & Geographic Base Files, Census Bureau. Contact: User Training Branch, Data User Services Div., Census Bureau, Washington, D.C. 20233 (301-763-5293).

International Commerce Report

U.S. Share Movements Mixed In World Markets

WORLD IMPORTS GENERALLY ROSE AS ECONOMIC RECOVERY CONTINUED, QUARTERLY DATA SHOW

Changes in the U.S. share of imports into this country's major markets for which partial 1977 data are now available were about equally divided between growth and decline in the last 12 months. Nevertheless, as imports generally rose throughout the world with continued recovery from the recession, more than two-thirds of the principal U.S. trading partners increased their purchases from this country, measured in dollars.

In several of the top ten trading nations, increases in imports from the United States were in the 15-20 percent range. Of this group, only Spain recorded a drop in purchases here. In contrast, among the relatively few developing countries for which current import figures have been published, reductions in the value of imports from the United States were slightly more prevalent than expansions.

Prices went up

Prices of goods moving in international trade rose in the past year, after showing no change on the average in the preceding 12 months. The rate of increase, however, was relatively modest. Manufactured goods, which account for around 60 percent of the value of world exports, increased in price by about 4 percent, roughly the same as in the year before. In the 12 months through March, primary commodities increased approximately 6.5 percent in price following a decline of about 4.5 percent in the preceding year which included much of the worldwide recession period. Prices of various primary products have been much more erratic than those for manufactures. The particularly sharp movements—up and down—in prices for certain commodities, e.g., sugar, coffee, copper, and wheat, in the last two years obscured the average changes in price of the many other primary products traded internationally.

Imports from the United States rose in the latest 12-month period only in the United Kingdom, Belgium-Luxembourg, and Sweden among the ten largest foreign import markets. They remained unchanged in three countries, and declined in the other four. U.K. purchases here were particularly strong in the year ending June, rising by 20 percent compared to growth in total foreign purchases of only 13 percent. Increases in imports from the United States were widespread, but especially large in corn, organic chemicals, aircraft, and machinery of various types, notably electronic computers.

Paced by a substantial rise in demand for agricultural products (mainly corn and tobacco), chemicals (especially plastics and organics), and nonelectric machinery, the value of Belgium-Luxembourg imports from the United States in the 12 months through March climbed as rapidly as it did in the United Kingdom. Imports from other sources advanced nearly as fast, however, so that the U.S. share increased only modestly in that market.

Despite strong growth in German and French imports from this country, our share was virtually unchanged, since purchases elsewhere of both nations in the year ending June rose equally fast. German purchases here, higher by 20 percent, increased almost across the board. Particularly large upturns were recorded for imports of U.S. corn and other farm products, finished chemical goods and several types of machinery. Rising demand for American products in France was paced by soybeans and machinery.

Canada share unchanged

The U.S. share of the Canadian import market was also practically unchanged. The growth in foreign purchases, however, was much more modest and erratic than in Germany and France. Increases were substantial for U.S.-sourced automobiles and motor vehicle parts and for computers. These more than offset reduced imports of U.S. aircraft and coal.

In contrast to the U.S. position in those six major markets, our goods accounted for a declining share of the import markets of four other leading trading partners.

Dutch purchases from the United States rose by 10 percent in the year ending March as a result of sizable increases in imports of oilseeds, coal, chemicals, and metals, offset to some extent by a large drop in wheat and aircraft arrivals. Imports from other sources, though, rose more than twice as fast, in part because of huge oil imports in this period.

The U.S. share of the Japanese import market also fell, but much less sharply. Total foreign goods imported into that country in the 12 months ending June advanced by 16 percent, while those from the United States rose only a little less rapidly. Purchases of U.S. cotton, lumber, soybeans, and machinery increased considerably, though those of coal and wheat in particular declined in value.

U.S. products also fared less well in Italy and Spain than did those of other countries. Italian purchases in this country continued to rise moderately, but Spanish imports in the 12 months through May declined absolutely by 5 percent, primarily because of lower arrivals of machinery.

Declines in LDCs

In the majority of the smaller developed nations, the U.S. share also declined. Particularly in three countries—Norway, Turkey, and Portugal, where the market for American goods is quite varied—it fell precipitously. In Switzerland, larger imports of various chemicals and machinery, though offset by a sharp drop in aircraft receipts, were largely responsible for a 16 percent jump in U.S. products imported in the year ending May. Nevertheless, Swiss purchases from other countries rose at a considerably faster pace.

The only two smaller developed countries where the U.S. share of imports, as well as the value, increased by more than a small amount were Ireland and Australia. In Ireland, where imports from the United States were especially buoyant, a doubling in arrivals of U.S. computer components for assembly in newly-established plants largely accounted for the growth. A big upturn in Australian purchases of chemicals, tractors, and auto-

World Market Report

The 45 markets shown below accounted for 87% of total imports into all free-world markets and 86% of imports from the U.S. in 1976

Values in millions of dollars — Published quarterly

Importing country	1976 imports			1977 imports January through latest month				Import change in latest 12 months*	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %
Germany, Fed. Rep.	87,570	6,961	8.0	June	48,859	3,740	7.7	+ 21	+ 20
Japan	64,893	11,864	18.3	June	35,236	6,460	18.3	+ 16	+ 13
France	64,391	4,721	7.3	May	29,441	2,142	7.3	+ 19	+ 19
United Kingdom	55,983	5,485	9.8	June	32,254	3,411	10.6	+ 13	+ 20
Italy	43,418	3,407	7.8	Mar.	11,363	809	7.1	+ 15	+ 9
Canada	40,635	26,890	66.2	June	21,444	14,696	68.5	+ 7	+ 8
Netherlands	39,589	3,612	9.1	Mar.	11,434	1,036	9.1	+ 22	+ 10
Belgium-Luxembourg	35,113	2,158	6.1	Mar.	9,761	593	6.1	+ 18	+ 20
Sweden	19,332	1,296	6.7	Feb.	3,283	249	7.6	+ 15	+ 17
Spain	17,401	2,482	14.3	May	7,598	1,007	13.2	+ 12	− 5
Switzerland	14,766	971	6.6	May	6,877	461	6.7	+ 23	+ 16
Brazil	13,505	3,124	23.1	Mar.	3,138	614	19.6	+ 2	− 15
Iran	12,892	2,133	16.5	.....	.....	.....	.....	+ 25	+ 4
Australia	12,442	2,555	20.5	Mar.	3,383	714	21.1	+ 10	+ 19
Denmark	12,419	639	5.1	May	5,483	323	5.9	+ 17	+ 15
Austria	11,523	345	3.0	May	5,409	160	2.9	+ 29	+ 31
Norway	11,109	718	6.5	May	5,165	306	5.9	+ 22	+ 3
Singapore	9,070	1,198	13.2	May	4,017	484	12.1	+ 18	− 4
Hong Kong	8,880	1,086	12.2	Mar.	2,398	316	13.2	+ 29	+ 42
Korea, Rep. of	8,774	1,963	22.4	Apr.	3,196	734	23.0	+ 31	+ 21
Nigeria	8,128	[1] 848	[1] 10.4	.....	.....	.....	.....	+ 35	+ 28
Taiwan	7,609	1,801	23.7	Apr.	2,531	753	29.8	+ 22	+ 25
Finland	7,423	384	5.2	May	2,890	158	5.5	+ 12	+ 11
Yugoslavia	7,367	370	5.0	Apr.	3,073	186	6.0	+ 11	+ 6
South Africa	7,277	1,572	21.6	Jan.	536	116	21.6	− 13	+ 4
Greece	6,057	411	6.8	.....	.....	.....	.....	+ 14	+ 4
Mexico	6,030	3,765	62.4	.....	.....	.....	.....	− 8	− 8
Indonesia	5,673	988	17.4	Feb.	885	103	11.7	+ 30	+ 49
India	5,447	1,454	26.7	.....	.....	.....	.....	− 12	+ 5
Turkey	5,129	438	8.5	Mar.	1,405	110	7.8	+ 10	− 9
Portugal	4,212	380	9.0	Mar.	1,012	66	6.5	+ 9	− 13
Ireland	4,192	355	8.5	May	2,205	214	9.7	+ 20	+ 61
Israel	4,124	892	21.6	Mar.	1,086	220	20.2	+ 2	− 2
Philippines	3,904	866	22.2	Apr.	1,312	269	20.5	− 1	− 2
Thailand	3,585	[1] 470	[1] 13.1	.....	.....	.....	.....	+ 10	+ ([2])
Iraq	3,469	[1] 197	[1] 5.7	.....	.....	.....	.....	− 17	− 47
Malaysia, West	3,353	405	12.1	Mar.	908	101	11.1	[3] + 8	[3] + 22
New Zealand	3,255	456	14.0	.....	.....	.....	.....	+ 3	+ 3
Argentina	3,062	537	17.5	Jan.	330	78	23.8	− 18	− 13
Morocco	2,618	223	8.5	.....	.....	.....	.....	+ 2	+ 16
Pakistan	2,134	418	19.6	Jan.	238	44	18.4	+ 5	+ 52
Trinidad and Tobago	1,982	388	19.6	.....	.....	.....	.....	+ 35	+ 19
Bahrain	1,664	145	8.7	.....	.....	.....	.....	+ 40	+ 58
Jamaica	931	344	37.0	Feb.	108	44	40.2	− 19	− 19
Oman	673	44	6.6	.....	.....	.....	.....	− ([2])	− 32

NOTE: The countries shown above include the 45 major importers of U.S. merchandise in 1976 for which current data are available. Other oil-exporting countries, especially Saudi Arabia and Venezuela, are major markets for U.S. merchandise, but current trade data from these countries are unavailable so they cannot be included in this tabulation. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for Australia, Brazil, Canada, Philippines, and the Republic of South Africa.

* Compared with preceding 12 months.

[1] Estimated from partial year data. [2] Less than 0.5 percent.

[3] Import change from the year 1975 to the year 1976.

SOURCE: Official trade statistics of listed countries.

motive parts contributed to a 19 percent rise in the value of imports from this country and to an increase in the U.S. share of that market.

Despite the fact that imports from the United States rose only slightly, our share of the South African market also advanced because there was a large decline in imports from other sources.

Among the developing countries, exceptionally large increases in imports from the United States were recorded for Indonesia and Hong Kong, with the result that our share of each countries' import market soared. A sevenfold rise in Hong Kong purchases of U.S. cotton and substantial growth in arrivals of electronic components for assembly and reexport were primarily responsible for a 42 percent climb in imports from this country and a rising market share in the year ending March.

Korean imports from the United States also grew considerably, though less rapidly than those from other countries, especially Japan, so that our share of that expanding market declined. Increased amounts of U.S. electrical components for assembly, military goods, and grains accounted for most of the 21 percent rise in imports from this country. In Brazil and Singapore, a combination of declining imports from the United States and rising purchases from other sources led to significant U.S. share declines in the latest 12-month periods.

Korea, Taiwan Industrial Expansion Whets Interest In Fluid Power Seminars

For brevity and clarity, Commerce America *editors usually summarize and rephrase reports submitted on trade missions and seminars abroad. However, in the case of the technical seminar on fluid power recently sent by the Commerce Department to South Korea and Taiwan, essential market impressions are best conveyed by direct use of the chairman's report. What follows are the words of Dr. E. C. Fitch, Jr., Director of the Fluid Power Research Center, Oklahoma State University and a long-time consultant to the U.S. fluid power industry.*

The technical seminar approach proved to be a highly effective means for attracting the right audience. The countries were the right choice. From a fluid power technology standpoint, South Korea is in a pure state of starvation and Taiwan is extremely hungry. The seminar subject attracted people from all geographic areas, from organizations representing educational, governmental, and industrial interests, and from all the work levels from the technician and the practicing engineer to the highest level of management.

South Korea was a surprise to all of us. Here is a country ravaged by war 25 years ago and which we all thought had crawled back into a sleepy, unmotivated agricultural shell. The truth is there for everyone to see—skyscrapers, elevated expressways, smart shops, and department stores—and, above all, people who genuinely love Americans.

Seoul with its seven million people is an exciting place to visit. Industrial complexes are the most modern and follow a well-conceived development plan. The people are on the move. Technologically, they have been ignored; and, now, they want to collect by working with us in finding new applications and markets in the Far East for our products.

Over 200 attended the seminar in the ROK. Prominent businessmen filled every available slot in the appointment schedule of each mission member. It seems that English is understood by the people just as much as in Japan. Industrially, it appears that Korea is in about the same development era as Japan some 15-20 years ago. And, with 35 million people wanting the "good things in life," what a potential for United States exports! All of us on the mission experienced the tempo reflected by the country and agreed that the people were in high gear and only needed good products and technology. The best expression heard from our group to reflect the situation was "Wake up America—we had better get busy."

Fluid power is not new to the ROC on Taiwan. In fact, several of the universities

AT SEMINAR IN SEOUL—*Dr. E. C. Fitch (at podium), Director of the Fluid Power Research Center of Oklahoma State University, acted as chairman at technical seminar sessions in South Korea and Taiwan and wrote the visiting group's report.*

offer fluid power courses. It is apparent that Japan recognized the potential of the Taiwan market for fluid power components much earlier. Japan is represented by a number of agents who have done a good job. However, the presence of Japanese fluid power in Taiwan should not deter U.S. companies from moving. Let's face it. We are going to encounter the products of many countries in lucrative markets all over the world. We must learn how to meet this competition and win. Certainly, it cannot be won on a pound-for-pound or on a labor hour-for-hour basis. We can win only by convincing the new markets that our products reflect an unequaled wealth of advanced industrial technology.

Our audiences in both Korea and Taiwan did not question the fact that our products were the best. They only wanted assurance that the initial price and longer delivery schedule would be compensated by a greater service life and improved component reliability.

It was the consensus of the group that industrial survival in the future will require companies to enter the world market. Obviously, for companies to be competitive on a global basis, they must not encourage nor tolerate manufacturing inefficiency, technological isolationism, shyness in participating in world sales, or technology scalping by opportunists. We must work together as an industry in developing and promoting technology, work as producers in applying technology in the manufacture of innovative and effective products, and work to become knowledgeable users in recognizing the value of advanced technology to our particular vocation.

South Korea and Taiwan, being unusually friendly to the United States and technologically hungry, offer our fluid power industry perfect places in which to develop and practice competitive marketing strategies.

Members of the mission and the companies they represented were Thomas Robertazzi, Facet Enterprises, Falls Church, Va.; John Burgess, Moog Inc., East Aurora, N.Y.; L. D. Taylor, Sperry Vickers, Troy, Mich.; Lee Gustafson, Cross Mfg., Wichita, Kan.; Walter Wilkening and Charles Koons, Hydreco, Kalamazoo, Mich.; Walter Donoughe, Schroeder Brothers Corp., McKees Rocks, Pa.; Stanley Downing, Fluid Controls, Mentor, Ohio; Patrick Gilchrist, Sundstrand Corp., Ames, Iowa; and Martin Woner, Cessna Fluid Power Systems, Hutchinson, Kan.

Industrialists And Officials From Greece To Visit U.S.

To foster trade and investment ties with the United States, Christos Panagos, President of the Athens Chamber of Commerce, will lead a delegation of prominent Greek businessmen and officials to this country in October and November. The delegation will stop in Washington, D.C., New York, Chicago, Detroit, and perhaps Atlanta, to meet with leaders of firms, banks and chambers of commerce.

The group will include some ten representatives of the Athens Chamber, the American-Hellenic Chamber of Commerce, Hellenic Industrial Development Bank, and Federation of Greek Industrialists. For further information, contact Ann Corro, Room 1014, U.S. Department of Commerce, Washington, D.C. 20230; telephone, 202-377-3945.

Foreign Firms Now May Have Offices In Yugoslavia

Foreign firms now are permitted to establish representation offices in Yugoslavia, according to a regulation passed last month by the country's Federal Executive Council. Previously, only firms which had entered with Yugoslav firms into joint venture or long-term cooperation agreements or provided them technical services were allowed to maintain offices there.

Permission to open a representation office is granted by the Foreign Trade Secretariat after consultation with the Yugoslav Chamber of Economy, and, for banks and other financial institutions, with the National Bank of Yugoslavia.

Far East Trip

Secretary of Commerce Juanita M. Kreps will participate in the Eighth Korea-U.S. Commerce Ministers Meeting in Seoul Sept. 28-30. While in the Far East she will also address the Korean-American Association in Seoul and the American Chamber of Commerce in Tokyo and will open an exhibition of U.S.-made business systems and equipment at the U.S. Trade Center in Tokyo. She will pay official calls on governmental leaders in both Korea and Japan.

Official Trade Briefs

This article is another in a series of reports that describes actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Bureau's Office of International Trade Policy.

THE PRESIDENT

New Public Laws: The President has signed into law two pieces of legislation bearing on international trade: H.R. 5638 (P.L. 95-73), to make the reciprocal fisheries agreement between the United States and Canada effective during 1977, and H.R. 6714 (P.L. 95-88), authorizing funds for fiscal year 1978 for bilateral development assistance and voluntary contributions to programs of international financial organizations.

CONGRESS

Enrolled Enactments: The Senate agreed to conference reports on H.R. 6370, to authorize funds for activities of the **International Trade Commission** for fiscal year 1978, and on H.R. 6714, authorizing funds for fiscal year 1978 for the **International Security Assistance Programs**, thus clearing both measures for the President.

Conference: House/Senate Conferees agreed to a compromise amendment on **sugar** in the Farm Bill, S. 275, under which the Administration 1) would buy and hold all sugar that falls below a target price, 2) could impose import restrictions on sugar under section 22 of the Agricultural Adjustment Act, and 3) could terminate the program if an International Sugar Agreement were negotiated. The conferees will continue to resolve the differences between the Senate and House-passed versions of the bill.

Senate Action: The Senate agreed to the conference report on H.R. 5262, authorizing U.S. subscription and contributions to **six international financial institutions**, thus clearing the measure for further action of the House. In other action, the Senate insisted on its amendment to H.R. 6415, to extend the **Export-Import Bank Act** from June 30, 1978, until Sept. 30, 1978, in order to conform to the new fiscal year. A conference with the House was agreed to.

Bills Passed-Senate: The Senate passed H.R. 7797, making appropriations for **foreign aid** for fiscal year 1978, and S. 91 to require that imported **tomatoes** conform to packing standards imposed on domestic tomatoes under marketing orders.

House Action: The House voted to postpone indefinitely consideration of H.Res. 653 which would disapprove the President's decision to extend Most-Favored-Nation tariff treatment to imports from **Romania.**

Bills Passed-House: The House has passed the following bills reported favorably by the Ways and Means Committee: H.R. 1550, to reduce the rate of duty on **ceramic insulators** used in spark plugs; H.R. 1904, amended, to provide duty-free treatment for **intravenous fat emulsions**; H.R. 2692, amended, to suspend for two years the duty on **wood excelsior** imported from Canada; H.R. 2849, amended, to suspend for a three-year period the rate of duty on **mattress blanks of rubber latex**; H.R. 2850, amended, to suspend for a three-year period the rate of duty on **certain latex sheets**; H.R. 2982, amended, to suspend for a two-year period the duty on **synthetic tantalum/columbium concentrate.**

Also, H.R. 3093, amended, to extend until July 1, 1979, the duty-free treatment on **copying lathes** used for making rough or finished shoe lasts; H.R. 3373, amended, to extend for an additional temporary period the existing suspension of duties on certain classifications of **yarns of silk**; H.R. 3387, to continue until the close of June 30, 1980, the existing suspension of duties on **synthetic rutile**; H.R. 3790, amended, to suspend until the close of June 30, 1980, the duty on **concentrate of poppy straw** used in producing codeine or morphine; H.R. 3946, amended, to suspend for a temporary period the rate of duty on **wool not finer than 46s**; H.R. 4018, amended, to suspend until the close of June 30, 1979, the duty on certain **doxorubicin hydrochloride antibiotics**; H.R. 4654, amended, to reduce the rate of duty on **unmounted underwater lenses**; H.R. 5037, **schooner renovation**, a private bill, H.R. 5052, amended, to provide for the temporary suspension of duty on the importation of **color couplers and coupler intermediates** used in the manufacture of photographic sensitized material.

Also, H.R. 5146, amended, to amend the Tariff Schedules of the U.S. to provide for the duty-free entry of **competition bobsleds and luges**; H.R. 5176, amended, to lower the duty on **levulose** until the close of Dec. 31, 1980; H.R. 5263, amended, to suspend until the close of June 30, 1979, the duty on **certain bicycle parts**; H.R. 5285, to amend the Tariff Schedules of the U.S. with respect to the tariff treatment accorded to sheets manufactured from **acrylic resin materials**; H.R. 5289, **musical instruments**, a private bill; and H.R. 5322, amended, to continue for a temporary period the existing suspension of duty on **certain istle.**

Committee Action-Senate: The Senate Finance Committee held a hearing and reported favorably to the Senate 17 of the tariff bills previously passed by the House (See Bills Passed-House). Those bills on which action was deferred by the Committee include: H.R. 1550, to reduce the rate of duty on **ceramic insulators** used in spark plugs; H.R. 2692, to suspend for two years the duty on **wood excelsior** imported from Canada; H.R. 5654, to reduce the rate of duty on **unmounted underwater lenses**; and H.R. 5176, to lower the duty on **levulose** until the close of Dec. 31, 1980. The Finance Committee also ordered favorably reported S.Res. 76 expressing the view of the Senate that the President should take action to remove trade restrictions imposed by the European Community on **dried prunes** and other **processed fruits and vegetables.**

In addition, the Subcommittee on International Trade of the Finance Committee held hearings to examine the current state of U.S. **agricultural trade** and possible means by which agricultural exports might be increased. Testimony was heard from both public and private witnesses.

The Subcommittee on Foreign Assistance of the Foreign Relations Committee held hearings to review programs of the **Overseas Private Investment Corporation** (OPIC) and to receive testimony on S. 1771, authorizing funds for the OPIC. Testimony was heard from private and public witnesses.

The Senate Committee on Commerce, Science and Transportation held hearings on S. 61 which would require a certain percentage of U.S. **oil imports** to be carried in U.S. flag vessels.

Committee Action-House: The Ways and Means Trade Subcommittee held mark-up sessions on H.R. 5044, to temporarily suspend duties on **strontium nitrate**, and H.R. 139, to increase the duty on certain **handtools.** Neither of the bills was favorably reported. In other action, the Subcommittee approved for full committee action H.R. 8149, as amended, the **Customs Procedural Reform** bill.

The Subcommittee also held hearings on H.Con.Res. 231, to disapprove the President's determination on **sugar** but postponed action on the resolution pending developments on this issue in the Farm Bill (See Conference Section).

The Committee on Merchant Marine and Fisheries met and ordered favorably reported to the House H.R. 1037, amended, to require that a percentage of United States **oil** imports be carried on U.S.-flag vessels, and H.R. 3350, the Deep Seabed Hard Mineral Act, as amended. The Committee's Subcommittee on Merchant Marine held a hearing on H.R. 5859, and related bills, to extend from 25 to 30 years the age limitation before which cer-

tain passenger vessels can qualify for operating differential subsidies. Testimony was heard from Robert Blackwell, Assistant Secretary of Commerce, and other public and private witnesses.

The Committee on Banking, Finance and Urban Affairs' Subcommittee on Economic Stabilization held a hearing on **foreign trade policy.** Testimony was heard from Rep. Charles Vanik, Chairman, House Ways and Means Committee's Subcommittee on International Trade, and Ambassador Robert Strauss.

The Subcommittee on Financial Institutions Supervision, Regulations and Insurance held hearings on H.R. 7325, **International Banking Act.** Testimony was heard from both public and private witnesses.

New Legislation: In the first session of the 95th Congress, 195 trade and related bills have been introduced. Those not previously reported in this column include: H.R. 8222, to apply duty-free treatment under certain circumstances to articles produced in the **insular possessions** of the United States; H.R. 8355 and H.R. 8565, to amend the Tariff Schedules of the U.S. by repealing **item 807.00**; H.R. 8362, to amend the **worker adjustment assistance** provisions of the Trade Act of 1974 in order to provide that workers may be covered under certification of eligibility to apply for such assistance if they are totally or partially separated from adversely affected employment within two years before the date of the petition for such certification; H.R. 8367 and H.R. 8773, to provide **customs procedural reform.**

Also, H.R. 8411 and H.R. 8839, to amend the **Export Administration Act** of 1969 to provide for greater congressional oversight of exports of items which are subject to export controls imposed for purposes of national security; H.R. 8435, to amend the Tariff Schedules of the U.S. to increase the value of **personal articles** which may be entered duty-free by U.S. residents returning from Mexico; H.R. 8442, to improve the operation of the **adjustment assistance** programs for workers, firms and communities under the Trade Act of 1974; H.R. 8630, to increase the tariff on imported **copper** and to exclude copper imports from the Generalized System of Preferences created by the Trade Act of 1974; H.R. 8639, to amend the **Wool Products Labeling Act** of 1939 with respect to recycled wool; H.R. 8684, and H.R. 8730, relating to testing, inspection and labeling of **imported meat** and **meat products.**

Also, H.R. 8715 and S. 1986, to provide for the transportation within the U.S. of passengers in foreign-built **inflatable rafts**; H.R. 8755, to make specific provisions for **ball or roller bearing pillow block, flange, takeup, cartridge,** and **hanger units** in the Tariff Schedules of the U.S.; H.R. 8757 and S. 2015, to require the Office of Management and Budget to provide information on the formulas and assumptions used in the distribution of **domestic assistance**; H.R. 8761, to amend the Merchant Marine Act of 1920, in order to provide that the coastwise laws shall extend to the Virgin Islands with respect to the transportation of **crude oil, residual fuel oil,** and **refined petroleum** products; H.R. 8800, to reduce **oil imports.**

Also, H.R. 8814, to reduce until June 30, 1980, the column 2 rates of duty on **woven fabrics of silk**; H.R. 8825, to amend the **Export-Import Bank Act of 1945** to eliminate financings harmful to domestic U.S. employment; H.R. 8868, to designate the maintenance of artificially undervalued currencies by foreign countries for certain purposes as **unfair trade practices** with respect to which the President may take remedial action under section 301 of the Trade Act of 1974; H.R. 8911, to amend the Export Administration Act of 1969 to prohibit exportation of the **pelts of any fur-bearing animals** and products made of such pelts, unless the Secretary of the Interior determines that such exportation will not result in a decline in the population of such animals.

Also, H.Con.Res. 311, disapproving the President's determinations not to grant import relief to the U.S. **sugar** industry; S. 1904, to amend the **Customs Administrative Act** of 1938 to prohibit the Secretary of the Treasury from extending duty-free entry to baggage and effects of high officials of the U.S.; S. 1990, to establish as an executive department of the Government of the United States a **Department of International Trade and Investment**; S.2003, to amend the **Bretton Woods Agreement Act** and the Gold Reserve Act; S. 2008, to amend the **Shipping Act, 1916,** to provide for a three-year period to reach a permanent solution of the rebating practices in U.S. foreign trade; S. 2012, to amend the Trade Expansion Act of 1962 with respect to investigation of the effects on the national security of importation of **refined petroleum** products; S. 2023, to authorize nonmarket economy countries to participate in certain programs of the **Commodity Credit Corporation**; and S. 2053, to promote the orderly and environmentally sound exploration for and commercial recovery of **hard mineral** resources of the deep seabed, pending adoption of an international regime relating thereto.

TREASURY DEPARTMENT

Antidumping Cases: The Treasury Department has completed its investigations concerning **inedible gelatine** and **animal glue** from Sweden, West Germany, the Netherlands and Yugoslavia and has issued final determinations that the subject products are being sold at less-than-fair value within the meaning of the antidumping law. Customs appraisement has been withheld and the case has been referred to the U.S. International Trade Commission (ITC) for a determination as to whether the sales are causing or threatening injury to a domestic industry. If so, antidumping duties will be assessed.

In addition, two new antidumping investigations have been recently initiated. The products involved are **motorcycles** from Japan and **viscose rayon fiber** from Belgium.

In other antidumping actions, the Department has tentatively decided to modify one dumping finding and has revoked another. A tentative determination has been made to exclude Daiichi Seiyaku Co., Ltd. from the dumping finding issued in 1974 regarding imports of **calcium pantothenate** from Japan on the grounds that this company is no longer selling at less-than-fair value and has given assurances that such sales will not be made in the future. The revocation concerns Treasury's earlier dumping finding against imports of **cast iron soil pipe** from Poland. The revocation is based on the absence of sales at less-than-fair value for five years subsequent to the dumping findings and on the receipt of future price assurances.

Countervailing Duty Cases: The Treasury Department has issued a final determination that bounties or grants, within the meaning of the countervailing duty law, are not being paid on exports of **canned tomatoes,** and **canned tomato concentrates** from Italy.

In addition, the Department has issued three preliminary affirmative findings and one negative finding in other countervailing duty cases. It was preliminarily determined that bounties or grants are being paid on **iron and steel chain** from Spain, **butter cookies** from Denmark, and also on **non-rubber footwear** from Argentina. Imports of **leather wearing apparel** from the Republic of China were preliminarily found not to be the object of counter-available subsidies.

COMMERCE DEPARTMENT

Trade Adjustment Assistance for Firms: The Commerce Department has recently certified six firms as eligible for trade adjustment assistance. One firm is in the **ladies' handbag** industry, two are in the **footwear** industry, and three are in the **apparel** industry.

LABOR DEPARTMENT

Adjustment Assistance Certification: The Labor Department, having found that more than 8300 workers have been or may become unemployed as a result of increased imports, has certified these workers as eligible to apply for adjustment

assistance. They make these products: **steel pipe and tubing, valves, footwear, switches, gloves, CB radio antennas, apparel, foundations, carbon steel plates, carbon steel structural shapes, power transistors, handbags, flocked fabric, tuner modules, transformers, magnetic devices** and **carbon steel pilings.**

Denials: The Department denied petitions for trade adjustment assistance for over 6500 workers engaged in the manufacture or processing of the following products and conduct of the following services: **structural products, bar products, rods, wire, and wire products, concrete reinforcing bars, panty hose, aircraft engines and parts, apparel, shrimp, delivery of autos to dealers, foundations, tapered roller bearings, rolled carbon steel sheets, ferrosilicon, steel pipe couplings, wheel cylinders, galvanized steel, carbon steel plate, alloy steel plate, rolled steel bars, specialty bearings, hydraulic shear machines, hydraulic cylinders, fabricating of marble and slate, transportation services, printing of books and journals, research for sugar industry, steel pipe and tubing, power transistors for heart pacer units and silicon-on-sapphire integrated circuits, flocked fabric, silicon metal, steel and bar-size light shapes, loudspeakers, trimmings,** and **luggage frames.**

Investigations: In the investigations recently initiated by the Department to determine whether workers at various plants are eligible to apply for adjustment assistance, the products most frequently involved are **textile products, footwear,** and **engraving copper rollers for the textile industry.**

Report on Cast-Iron Cookware Industry: The Labor Department has recently completed a study, conducted pursuant to section 224 of the Trade Act of 1974, into the potential use of trade adjustment assistance by the **cast-iron cookware** industry which was recently the subject of a section 201 "escape clause" investigation. The study indicates 25 laid-off workers may be eligible to apply for trade adjustment assistance. Only one firm was found to have experienced substantial unemployment while other firms in the industry, by reducing the number of workers solely producing cast-iron cookware, have maintained a constant or increasing job level.

INT'L TRADE COMMISSION

Section 201—Import Relief Cases: The U.S. International Trade Commission (ITC) has issued negative findings in three cases brought pursuant to the "escape clause," section 201 of the Trade Act of 1974. The Commission found that imports of **low-carbon ferrochromium, headwear** and **cut flowers** are not causing or threatening to cause serious injury to the U.S. industries producing like or directly competitive goods. The ITC announced a tie vote in the section 201 case on **cast-iron stoves.**

The ITC also initiated two new section 201 investigations to determine whether increased imports of **high-carbon ferrochromium** and **citizen band (CB) transceivers** are causing serious injury to the domestic industries. Regarding ferrochrome, a public hearing will be held in Pittsburgh on Oct. 11 at a location to be announced. Requests to appear should be filed, in writing, with the ITC Secretary, 701 E St., NW. Washington, D.C. 20436, by Oct. 7. The Commission intends to expedite the investigation and report to the President by Dec. 11. Hearings in the CB transceivers case will be held at 10 a.m. on Nov. 4 in the ITC Washington Hearing Room. Requests to appear should be received by noon on Oct. 27.

Antidumping Cases: The ITC has found that a U.S. industry is being injured by reason of low-priced imports of **self-propelled bituminous paving equipment** from Canada. This finding follows a Treasury determination that the equipment is being sold in the United States at less-than-fair value. The case will now go back to Treasury for an assessment of antidumping duties.

In addition, having received advice from the Department of Treasury that **animal glue** and **inedible gelatin** from Yugoslavia, Sweden, the Netherlands and West Germany are being sold at less-than-fair value, the ITC has opened an investigation to determine whether the domestic industry is being injured. Hearings will be held beginning Sept. 14 in the ITC Washington Hearing Room. Requests to appear are needed by noon, Sept. 8.

Section 337-Unfair Trade Practices: The ITC has issued final consent orders in the case involving **color television receivers,** brought pursuant to section 337 of the Tariff Act of 1930, thereby terminating the investigation. The investigation was initiated following receipt of a petition alleging unfair trade practices in the form of predatory pricing practices and of unusually low prices resulting from alleged subsidization practices by the Japanese Government. The consent orders constitute agreements between the complainants and the respondents governing the latter's future behavior regarding pricing practices and restraint of trade in the U.S. market.

Also, two new investigations have been initiated in response to complaints filed pursuant to section 337 alleging the existence of unfair methods of competition and unfair acts in the importation of **certain molded golf balls** and **plastic fastener assemblies.** The specific unfair act alleged in each case is the infringement of a U.S. patent. It is further alleged that the acts involved tend to destroy or substantially injure a U.S. industry. The Commission will conduct an investigation to determine the merits of the allegations, and the propriety of issuance of cease and desist orders or orders excluding the imports from entry into the United States.

Additionally, the Commission is conducting, pursuant to section 603 of the Trade Act of 1974, a preliminary investigation to determine whether to institute a section 337 investigation regarding **monumental teak windows** from Sweden.

THE JUDICIARY

The Court of Customs and Patent Appeals concluded in a 3-2 decision on July 28 that Japan's remission of its commodity tax on **consumer electronics** exports to the United States should not be construed to be a "bounty" or "grant" within the meaning of the U.S. countervailing duty statute. The ruling in the case (U.S. v. Zenith) is a reversal of the April 12 decision by the U.S. Customs Court, which had required Treasury to suspend duty liquidation on imports of the affected Japanese products. Zenith has announced its intention to appeal the new ruling to the U.S. Supreme Court.

INTERNATIONAL

Foreign Antidumping Actions: In Canada, two new antidumping investigations have been initiated regarding products originating in or exported from the United States. The products involved are certain **slate bed billiard, pool, and snooker tables** and certain **consumer adhesives.**

In other Canadian action, it has been determined that sales at less-than-fair value of **surgical gloves** from the United States and the United Kingdom are likely to cause material injury to the production in Canada of like goods. Dumping duties will therefore be assessed on all dumped surgical gloves entered after May 24.

Revenue Canada has also announced that there is no evidence of injury to Canada production caused by sales at less-than-fair value of **forced warm air furnaces** for mobile homes from the U.S.

Finally, the United Kingdom has terminated a dumping case concerning imports of **liquid absorption base lanolin derivative** from the United States. The termination was decided upon, based on further price undertakings by the U.S. firms.

Foreign Safeguard Actions: The Government of Australia has announced the imposition of temporary import restrictions for the protection of two Australian industries. Temporary additional duties will be assessed on **kitchen carpets, tufted carpet** and on **carpet tiles.** Quantitative restrictions have been introduced on **passenger motor vehicles.**

In addition, restrictions have been imposed on imports into France of **men's shirts, blouses** and **tee shirts,** and on **cotton thread** until Dec. 31.

TO REPLACEMENT PARTS MAKER—*Flag for Korody-Colyer Corp., Wilmington, Calif., maker of replacement parts for diesel engines, is held by (from left) Jack Wilburn of the Los Angeles Commerce District Office; John E. Colyer, who co-founded the firm in 1962; Secretary of Commerce Juanita M. Kreps, who made presentation, and co-founder Gabor M. Korody.*

TO MASSACHUSETTS COMPUTER FIRM—*Award was made to Prime Computer, Inc., of Framingham, in the presence of (from left): William J. Keefe, Prime's int'l sales director; John J. Marino, Massachusetts Commerce & Development Commissioner; Michael S. Dukakis, Governor of Massachusetts; Kenneth G. Fisher, President of Prime; Frank J. O'Connor, Boston Commerce District Office, and Robert Berkowitz, Prime vice-president.*

TO HIGH TECHNOLOGY COMPONENT AND INSTRUMENT MAKER—*Presidential "E" Star certificate was won by Weinschel Engineering, Gaithersburg, Md., maker of microwave components and test and calibration instruments. From left are Herbert J. Gildenhorn, the firm's counsel; Carroll Hopkins, who heads the Baltimore Commerce District Office; company President Bruno O. Weinschel, and William J. Ronis, company vice-president.*

TO ALABAMA EXPORT FIRM—*Inman P. Ellis, who heads Mobile export management company, Oppenheimer Intercontinental Corp. (right), gets award from Commerce Asst. Secretary Frank Weil.*

An 'E' Award Sampler

This selection of recent Presidential "E" awards for export excellence—including one "E Star" repeat designation—illustrates a number of points about international sales activity, most of all, perhaps, the diversity of opportunity in markets abroad.

Korody-Colyer competes aggressively with original equipment manufacturers in the heavy duty equipment "aftermarket" for sales of replacement parts for diesel engines. A frequent participant in U.S. trade missions, it has a strong foreign distributor network and publishes product literature in languages ranging from French to Indonesian. Weinschel Engineering, also relying heavily on skilled foreign sales representatives, has upped its foreign sales 1830 percent since getting its original "E" in 1964 (while total sales were up 220 percent).

Statitrol, a fire detector maker, pioneered in exports of fire alarms for home use and has adapted some products to meet foreign requirements and competition. Its fire hazard information has been sent to fire authorities around the world. Prime Computer has about a third of its employees engaged in marketing activities; in 1973 export revenues were 29 percent of total sales, in 1976, 40.

Oppenheimer Intercontinental is an export management firm representing U.S. agricultural implement makers. Flexibility in surmounting national trade barriers is one mark of success here, including the shipment of components rather than completed units where opportune, or the shipment of combined units to avoid other barriers.

TO SMOKE DETECTOR MAKER—*Thomas A. Bellinghausen of Statitrol Corp., Lakewood, Colo. (right), gets award from Commerce Department official J. Raymond De Paulo, as depicted in photo below.*

CHANGES IN MEXICO EXTEND TO IMPORTS, AFFECTING U.S. SUPPLIERS

The Mexican economy is going through a transition period that is likely to last a year or longer, notes William Polik, Commercial Officer at the U.S. Embassy in Mexico City.

To some degree there has been a restoration of public confidence since the start of President Lopez Portillo's administration Dec. 1, and at least some of the capital that fled the country during 1976 is beginning to return. Uncertainty over the future of the peso, however, continues, and Mexican business for the most part remains reluctant to undertake new investment. Many Mexican companies have encountered serious cash flow problems since the devaluation Aug. 31, particularly those with foreign debt outstanding, and they appear reluctant to add to such debt at this time.

As a result, imports are likely to continue to decline this year, and possibly into 1978. This will almost certainly affect the United States, which currently accounts for more than 62 percent of the Mexican import market. U.S. exporters will encounter greater competition from their European and Japanese counterparts as the latter seek to maintain or expand their shares of a contracted Mexican market, and credit terms may assume an even greater importance in export marketing.

Not only are imports from the United States expected to decline, but their composition is also likely to change. Increases in imports of U.S. grains and oilseeds are likely in order to compensate for lower Mexican wheat and soybean harvests this year. Imports of U.S. energy-related capital goods may also increase, in keeping with Mexico's announced plans to expand significantly its petroleum production during the current six-year Presidential administration. Increased public sector spending later this year may also result in a higher level of imports during the second half of 1977.

Best prospects for U.S. exports

Petroleos Mexicanos (PEMEX), the state-owned petroleum company, imports one-half billion dollars of machinery, equipment and supplies annually—roughly 70 percent of it from the United States. With 60 billion barrels of probable reserves and a $15 billion projected budget aimed at doubling petroleum production by 1982 and significantly increasing natural gas production, PEMEX is the best potential customer in the country. While some drilling rigs are produced locally, domestic production is insufficient to meet demand, and the bulk of PEMEX's needs will continue to come from the United States. In addition to drilling rigs, all types of production and refining equipment will be required by PEMEX in order to reach its increased oil and natural gas production goals.

Mexican Government expansion of the petroleum and electric power industries during the current administration will mean a considerably expanded market for engines and mechanical power equipment. There is no domestic production of high capacity power boilers, steam engines, or gas turbines at present (although government electricity commission officials have announced they intend to begin production of such equipment shortly), and the United States currently enjoys 95 percent of the Mexican market for such equipment. Particular efforts should be made to promote the following items within this product category: steam engines; turbines and parts; diesel engines for marine use; cylinder head covers; carburetors; pistons; piston rings; piston skirts; valves; connecting rods; gas turbines; and a broad line of mechanical power transmission equipment.

Printing is Mexico's fourth largest industry, employing over 73,000, and annual growth consistently outpaces that of the overall industrial sector. A market research study for the Department of Commerce sees the total Mexican market for graphic industries equipment growing from an estimated $39.1 million in 1976 to $80.3 million in 1981. Total Mexican imports of graphic equipment during the five-year period 1977-81 are projected at $264.5 million, with the U.S. share expected to increase from 54.7 percent in 1975 to 57.8 percent in 1981. Best prospects for exports of graphic equipment to Mexico include: phototypesetting machines; correction and editing systems; paper tape perforating machines and tape readers for linotypes; fully computerized photocomposition systems; process cameras; film processors; color separation systems; enlargers; scanners; film sinks and dryers; web offset presses; gravure presses; saddle binders; adhesive binders; automatic gluers; joggers and stackers; and hardbound bookbinding machines.

Growth in Mexico's metalworking industry is largely tied to overall industrial development. Given the still unsettled economic conditions, this sales area does not appear as promising as it has in previous years. Nevertheless, expansion in the energy sector should provide the opportunity for sales of sophisticated equipment not manufactured locally. Items with high sales potential include: automatic, tracer and turret lathes; universal and larger vertical milling machines; radial and upright drilling machines; universal and centerless grinding machines; tapping machines; large hydraulic presses; benders; and forging hammers.

The food industry continues to be Mexico's largest single industrial sector. Industry expenditures for processing and packaging equipment are expected to total over $70 million in 1978. Approximately 50 percent of Mexico's food processing equipment needs and 90 percent of its packaging equipment needs are imported, and this heavy dependence on imports is likely to continue with little change over the next five years. Continuing urbanization of Mexico's rapidly growing population guarantees continued growth of the market for food processing and packaging equipment, and additional marketing efforts by American companies could result in an increasing U.S. share of this significant market from the current 62 percent to 70-75 percent over the next several years. Best prospects here include: centrifugal clarifiers; filters; carbonating machinery; dosifiers; pasteurizers; ash ovens; coffee roasters; dry spray towers; granulizers; autoclaves; collodial mills; dehydrating machines; abrasive and chemical peelers; pulpers; blanchers; pickling equipment; fillers; bottle cappers; can closers; sealing and gluing equipment; baggers, cartoners; labelers; coding equipment; strip stampers; seam testers; bottle washers and sterilizers.

Mexico's overall imports of electronics equipment totaled some $380 million in 1976. As Mexican industry becomes more sophisticated, demand for process control equipment, virtually all of which is imported with the United States supplying 75 percent, should expand faster than the economy as a whole. Growth is also expected to be moderate to good for computers and related equipment, where the United States enjoys over half the import market. Here, however, government restrictions, including import quotas, are likely to work to the disadvantage of new-to-market firms. Specific best prospects in this overall category area include: coaxial connectors; gas and vapor electron tubes; integrated circuits; semiconductors; diodes and assemblies; resistors; capacitors; television tuners; electronic coils and transformers; incapsulating equipment; coil winders; soldering equipment; stripping systems; and a wide range of test instrumentation.

Health care equipment is a potentially high growth area as Mexico continues to expand its medical and health capabilities to meet rapid population growth and urbanization. Government agencies purchase about 80 percent of all health care equipment. Although there is some local production, virtually all sophisticated equipment is imported, with the United States supplying roughly 55 percent of Mexico's imports. Specific products in the health care area which can be promoted

successfully include: medical, surgical and veterinary instruments; electro-medical and electro-therapeutic apparatus; medical and dental X-ray and gamma equipment; orthopedic appliances; artificial teeth; spectacle fronts and parts; dental and dental laboratory equipment; mechanical therapy appliances; medical furniture; diagnostic instruments; and nuclear medical and biological detecting instruments.

Although key segments of the Mexican market for communications equipment and systems are met for the most part by local assembly and manufacture, a number of subgroups within this category offer potential for incremental U.S. export sales. Sweden appears to be the major supplier of communications equipment to Mexico, with the United States on a par with Belgium and West Germany. Exposure to new American products and communications technology can help maintain and possibly expand the U.S. market share in this area. Best sales prospects in this area include: TV and CCTV broadcasting equipment; communications test equipment; alarm and signal systems; and transmitters and radio frequency power amplifiers.

Given the new Mexican administration's announced plans to place primary emphasis on expanding agricultural production, agricultural equipment and machinery offer attractive sales opportunities. This was confirmed by a very successful offsite exhibit of U.S. agricultural equipment and machinery in Guadalajara by the Mexico City U.S. Trade Center in February. Mexican consumption of agricultural equipment should grow by an estimated 35-45 percent per year during 1977-79, with best sales prospects including: field forage harvesters; harvesting machines; tractor drawn cut bar mowers; pick-up hay balers; combines; tractor mold-board plows; seeders; fertilizing machines; sprayers; tractor disc harrows; farm elevators and blowers; farm dairy machines; machinery for preparing crops for market; and agricultural machinery for cleaning and sorting.

Excellent opportunities exist in the area of generation and distribution of electric power, as noted earlier. The Mexican Government intends to double generating capacity from 12 to 24 million kw by 1982, and virtually all large, high-ticket items of equipment will have to be imported. These items include: steam, gas and hydraulic generators; large specialized transformers; mobile diesel and gas turbine plants; alternators, conductors, desalting equipment and switchgear.

Given its enormous forested area and ample human resources, Mexico potentially could rank sixth in the world in forestry-related industries such as logging, lumber manufacture, plywood manufacture, and miscellaneous forestry production. At present, however, forestry-related industries contribute little to the Mexican GNP. Still, the Mexican Government is aware of the potential in this area, and there are indications that the current administration will make a concentrated effort to develop this potential. Once a decision is made to move ahead, there is likely to be a large and urgent demand for all types of equipment—none of which, with the exception of tractors, is produced in Mexico. Forestry and related equipment suitable for promotion in the Mexican market includes: saws, loaders, stackers, cranes and booms, draglines, tree fellers and related equipment, complete sawmills, log carriages, log track equipment, conveying systems, complete lumber mills, complete plywood mills, veneer equipment, compaction equipment, adhesive coating equipment, kilns, sanding equipment, portable communications equipment, and safety equipment.

A continuing need for infrastructure, housing, and industrial plant construction indicates high potential for export sales of construction and materials handling equipment to Mexico. Average annual growth in domestic sales of such equipment has been 10 percent, and this growth should continue if the new administration is successful in bringing current economic problems under control. The United States currently supplies approximately 65 percent of Mexico's imports of construction and materials handling equipment, and products which appear to offer good export potential include: tracklaying tractors; tractor-shovel loaders; crawler-mounted and cable-operated excavators; off-highway dump trucks; rubber-wheel mounted hydraulic operated cranes; parts and accessories for industrial trucks and tractors; portable elevators; and special conveyors.

The Mexican mining industry hopes to double its mineral production over the next six years. General government economic policies, however, will play a large part in determining whether these hopes will be fulfilled. Domestic production of mining equipment is generally unsophisticated, and U.S. equipment is well received, although it faces strong competition from European Common Market suppliers. Stepped-up U.S. efforts in this major industrial sector could result in additional sales of U.S. machinery and equipment.

U.S. Embassy assistance

The Embassy offers American business a full range of export promotion assistance. The Mexico City U.S. Trade Center, located within walking distance of the Embassy, offers American companies an ideal opportunity to exhibit their goods and services to selected audiences of Mexican agents, distributors and end-users, as well as to acquaint Mexican buyers with the latest U.S. technology developments through related technical seminars. Many American firms have found Trade Center exhibits and related technical seminars effective sales tools in the Mexican market. Firms interested in obtaining further information on the many commercial services offered by the Embassy and the Trade Center should contact their nearest District Office of the Department of Commerce.

Venezuela Modifies Tariffs; Most Changes Are Upward

Approximately 1,300 changes in Venezuelan import duty levels mark Venezuela's implementation of Andean Group Decision 104, which established a common minimum external tariff for the five Andean Group member countries.

The overall trend of duty changes, effective June 13, appears to be upward, although there are a few decreases. Major subgroups affected are: live animals, meat and meat products, fish and fish products, animal products, seeds and bulbs, vegetables, fruits and legumes, meals and oils, non-alcoholic and alcoholic beverage concentrates, mineral products, chemicals and chemical products, rubber products, wood pulp, lumber and wood products, paper, wool, cotton, sails, headgear, glass products, scrap metal, metal products, office equipment, machinery and accessories, power hand tools, electrical equipment and appliances, railroad signalling equipment, sailboats, orthopedic apparatus, watches and clocks, musical instruments and sporting goods.

While a small number of the increases affect so-called luxury goods, most relate to industrial raw materials. Industrial consumers of these products may be granted duty exonerations.

Copies of the full list of changes are not available, but for duty rates on specific individual products, contact the Venezuela Country Specialist, U.S. Department of Commerce, Washington, D.C. 20230 (phone: 202-377-4832 or 377-4546). Specify Brussels Tariff Nomenclature number.

Peru To Tighten Imports

Faced with a severe balance-of-payments deficit, the Peruvian Government plans to reduce total imports authorized for the second half of 1977 by $205 million. Of this total, private sector imports would decline $104 million and those of the public sector by $101 million.

In addition, the Central Reserve Bank of Peru has announced that imports of less than $10,000 cleared through customs must be financed at terms of no less than 180 days. The only exceptions are for food, pharmaceuticals, small unit imports of less than $2,000 each which total no more than $25,000 annually, and certain capital goods.

Jordan, A Small Market, Buying More From U.S.

In the second year of its ambitious Five-Year Development Plan, Jordan offers a small but growing market for U.S. goods and services, according to the U.S. Embassy in Amman.

Jordan's economy entered 1976 in an inflationary boom. This condition prevailed into the middle of the year before cooling began. By the end of the year there was a general slow down in business activity. This development is widely considered as a requirement preceding a return to healthy normal growth. Inflation and a shortage of skilled labor, due to competing demands from wealthy neighboring countries, however, remain important constraints to real growth.

Jordan's economy is essentially free enterprise although the government maintains important equity positions in many of the country's larger establishments. Foreign investment is welcome, to the extent that 100 percent foreign ownership of local enterprises is permissible. A liberal investment law grants attractive tax holidays and other advantages to both local and foreign investments which accord with the country's plans for economic development. Provisions for repatriation of foreign capital and profits are also incorporated in the basic investment law. Foreign exchange regulations, yet to be codified in a single document, are generally liberal.

The first entirely private American-Jordanian joint venture (to manufacture industrial footwear) is expected to commence production shortly. Similar joint venture projects in light manufacturing, based on a small but expanding domestic market and holding the prospect for impressive export sales, have also been entered into with private businessmen of other nationalities. Their potential for substantial returns to equity appear good. Opportunities for licensing agreements for manufacturing processes are also likely to increase.

Though the U.S. is no longer Jordan's primary trading partner, American exports to Jordan have grown impressively. They totaled $35 million in 1973, $55 million in 1974, $76 million in 1975, and $94 million in 1976, according to Jordanian statistics. While the historical reputation of American goods for quality still gives the American exporter some slight advantage, aggressive competition from alternative suppliers has grown rapidly.

Jordan's highly ambitious Five-Year Plan (1976-80) calls for private and public sector investment of over $2 billion, concentrated in agriculture, mining and manufacturing, tourism, and transportation. Particularly in technical consulting services and capital goods supply, there will continue to be attractive opportunities for aggressive American exporters. Congestion at Jordan's only seaport during 1976 had resulted in a relative transportation cost advantage to suppliers who could ship overland from Europe. The situation at the port of Aqaba has improved significantly, reducing that relative advantage.

NEW CONSTRUCTION IN AMMAN—*In Jordan's capital commercial and residential buildings are rising in close proximity to the ancient and historic quarters of the city.*

However, in comparison to the U.S. dollar, the currencies of other major Jordanian trading partners (the Federal Republic of Germany excepted) have been depreciating against the Jordanian dinar, making their goods relatively less expensive than competing American products.

In late 1975, Jordan enacted legislation designed to encourage the establishment of regional business headquarters offices in Jordan. Provisions of the law include tax exemption of profits earned outside of Jordan, income tax exemption for all expatriate employees of regional offices, and duty-free entry of office equipment and private vehicles and household furnishings of expatriate employees.

Largely because of the situation in Beirut, some 130 foreign companies, including more than 30 American firms, have located offices in Amman. Most of these foreign offices have been pleased by the relative efficiency of the Jordanian Government and the country's infrastructure, the Western orientation of business practices, the degree to which English is a commercial language, and the genuine friendliness and hospitality of the Jordanian people. However, business communication facilities, transportation and other elements of the infrastructure are becoming increasingly burdened. The government is making serious efforts to relieve these problems.

The responsible agency of the Government of Jordan will normally issue an international tender for major procurement of goods or services not readily available in Jordan. Often a prequalification procedure is used. Prior to issuance of an international tender, release of the foreign exchange necessary for the anticipated contract must be authorized by the Central Bank. In granting a contract to a foreign firm, the government will normally require the intermediation of a local agent. Naturally, potential foreign suppliers who have existing agency relationships in Jordan have a distinct advantage, especially as bid deadlines are often short.

INTERNATIONAL BUSINESS REPORTS

The Chinese Economy and Foreign Trade Perspective—1976. Prepared by Commerce's Bureau of East-West Trade. 57pp. $2.10.

Imports of technology and equipment by the People's Republic of China should increase because of favorable attitudes shown by the new leadership of that country, according to this report. The new leadership regards imports of plant and equipment as an important means of accelerating industrial growth since China does not have the manufacturing capacity required to produce all of the capital goods needed. If present leadership attitudes persist, the report notes, China's imports will likely expand, especially in areas of complete plant and technology. The expansion may be slow in the next two or three years, the report states, and the rate of expansion will be strongly influenced by China's ability or willingness to increase exports, particularly oil, and possibly to obtain Western credits.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or most Commerce District Offices.

Economic Surveys for the United States, Japan, Germany. Published in July by the Organization for Economic Cooperation and Development. About 60-70pp. each. $2.50 each.

Each survey discusses recent trends in development of the subject economy and considers prospects for future growth. Outlook for the U.S. economy, as seen by the OECD: "Prospects for a sustained recovery up to the middle of next year, with further reductions in unemployment, seem favorable. The short-term inflation outlook, though, is less comforting: the underlying rate of inflation seems stuck in the 6 percent range, with temporary factors worsening recent price performance. Further progress towards better price stability may therefore be slow and importantly depend on a successful implementation of the government's anti-inflation program and an improved productivity performance."

Write: OECD Publications Center, Suite 1207, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

Statistics Sources: A Subject Guide to Data on Industrial, Business, Social, Educational, Financial, and Other Topics for the United States and Internationally. Fifth edition, August. 976pp. $58.

International guide to live and print sources of statistical information. According to publisher, "tells where to find data on such specific topics as Black-owned American businesses, egg production in Guatemala, advertising expenditures for pet products, unemployed U.S. teenagers, and even the man-hours needed to produce one bale of hay."

Besides listing publications of all kinds that include statistics, cites organizations, government agencies, and trade and professional groups that are important sources of unpublished data.

Write: Gale Research Co., Book Tower, Detroit, Mich. 48226.

A Review of International Telecommunications Industry Issues, Structure, and Regulatory Problems. Prepared by Commerce's Office of Telecommunications. 150pp. $3.

Thorough overview of the past and present institutional structure of the U.S. international telecommunications industry as well as of the industry's regulatory problems and policy issues. Discusses industrial and technological development, the current regulatory and oversight environment, the problems within the present institutional arrangements, and alternatives to current regulatory and government policy procedures. Additionally, summarizes similar studies in the past and provides a set of recommendations for changes in industry structure, in regulation, and in legislation.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Ask for OT Special Publication 77-16, stock number SN 003-000-00522-4.

East-West Trade Scrutinized

The minutes of a June 29 meeting of the Advisory Committee on East-West Trade, now available to the public, contain new details concerning a Central Intelligence Agency study of Soviet petroleum production that was released in April as part of an overall survey of worldwide energy supplies. The CIA study said that the Soviet Union, now the world's largest oil producer, could become an oil importer in the 1980's, and that Soviet oil production could peak as early as next year.

The meeting included: a panel discussion on the political climate for U.S.-Soviet trade, featuring Dr. Marshall Shulman, Columbia University; reports on new export control legislation by Stanley Marcuss, Deputy Asst. Secretary for Domestic Commerce; a discussion of methods for conducting market research in the People's Republic of China; a report on legislative developments in East-West trade; and a discussion of the newly formed U.S.–German Democratic Republic Trade and Economic Council.

Copies of the minutes of the June 29 meeting and of the CIA paper can be obtained from William Kolarik, Bureau of East-West Trade, Room 4815, Main Commerce Building, Washington, D.C. 20230; phone 202-377-4796.

Calendar For World Traders

Aug. 30-Dec. 6—Nashville, Tenn.—Fourteen Tuesday evening meetings on International Marketing; Business-Trade-Investments, Belmont College. Information: Dr. William Hazen, Director, Division of Marketing, Belmont College School of Business (615-383-7001, ext. 202).

Sept. 1—Wrightsville, N.C.—Greensboro District Office seminar on foreign trade zones. Commerce's John Da Ponte will speak.

Sept. 7—Syracuse—Seminar on Marketing in Latin America and Africa. Sponsors: New York District Office and local organizations. Information: 212-264-0620.

Sept. 8—Utica, N.Y.—Seminar on Marketing in Latin America and Africa. Information: 212-264-0620.

Sept. 8—Memphis—Mid-South Exporters' Roundtable, Monte's Restaurant.

Sept. 8—Louisville—International Credit and Finance Assn. meeting, Rodeway Inn.

Sept. 8—New York—Overseas Automotive Club luncheon meeting, Summit Hotel. "Why Don't Small Manufacturers Export" will be the subject of a talk by Eugene M. Lang, Pres., Refac Technology Development Corp.

Sept. 9—Albany—Seminar on Marketing in Latin America and Africa. Information: 212-264-0620.

Sept. 13—Louisville—Kentuckiana World Commerce Council meeting, Holiday Inn Brownsboro Northeast.

Sept. 14—New York—World Trade Institute begins fall semester of Evening School of World Trade.

Sept. 14—Houston—Half-day seminar on Indonesia: A Survey of U.S. Business Opportunities, World Trade Center. Featured speaker: Foreign Service Commercial Officer Franklin J. Kline. Information: 713-226-4231.

Sept. 14—New York—FCIB Book Exporters Credit Group meeting, Summit Hotel.

Sept. 14—Minneapolis—Minnesota World Trade Assn. meeting, Normandy Motor Inn. Information: 612-540-3021.

Sept. 15—New York—FCIB Drug, Chemical & Food Export Club meeting, Summit Hotel.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, and leads for construction and consulting firms.

Licensing, Investment Abroad

ST. KITTS—A UNIDO official wishes to be contacted by manufacturers based in developed countries who want to erect **small plants** in St. Kitts to serve the Caribbean Common Market. Paul Bandjes, UNIDO Expert, c/o Ministry of Trade, Industry and Tourism, P.O. Box 106, Basseterre, St. Kitts, West Indies. P-77415.

1521, 1522, 1623, 1731—SAUDI ARABIA—Firm desires joint venture arrangement. Contact sought with U.S. companies experienced in (1) **electrical installations for office, residential and industrial buildings; (2) construction of single-family houses and other residential buildings; (3) offshore work in petroleum industry such as pipe work and fabrication of metal for marine engineering projects.** Representative of Saudi company will be in United States beginning Sept. 9 for discussions with interested U.S. firms. Overseas Products and Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77417. OPIC.

1623—SAUDI ARABIA—Firm seeks joint venture with U.S. company experienced in **electrical power transmission and distribution lines construction.** Abdulla Al Rashid, Al Rashid General Trading Corp., P.O. Box 447, Dhahran Airport, Saudi Arabia. Please send copies of letters to Rashid to Marketing Advisor, American Consulate General, APO New York 09616. WTDR. P-77421. OPIC.

2026, 2022—CHILE—Seeks joint venture to establish small **fresh milk or cheese processing plant.** Owns 1,200 irrigated hectares near Osorno milk producing center in south Chile. Presently produces 1 million liters annually. Plans to acquire 24 hectares to install plant. Firm desires technical know-how, trademarks and necessary equipment. Julian Errazuriz, P.O. Box 27-D, Rio Bueno, Chile. Telephone: 239108. P-77405.

2046, 2241, 2819, 2869—EGYPT—Firm plans expansion and is interested in joint ventures or licensing arrangements for production of **starch and sweeteners from corn; textile binders; synthetic tanning agents; sodium sulphide from sodium sulphate.** One of Egypt's largest companies, with 2,000 employees. Currently manufactures starch, fatty alcohols, detergents, textile auxiliary products, emulsifiers, sodium sulphate anhydrous, fresh dessicated medicinal yeast and glucose. Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77420. OPIC.

2300 — AUSTRALIA — Apparel manufacturer seeks licenses to produce **top quality, stylish garments** for Australian market. Currently produces men's, women's and children's underwear and sportswear. Established 1960. Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77422.

2329—UNITED KINGDOM—Well-established company seeks collaboration for manufacture of specific **sports clothing, e.g., tracksuits.** Also desires exclusive arrangements for manufacture of sports equipment. Presently manufactures sport shirts, shorts, tracksuits, men's and boys' suits and jackets; distributes sports equipment and sport socks. Employs 280. Exports to EFTA and Common Market countries, Near East, Africa and America. J. R. Lumsdon, Cope Sportswear Ltd., Skopes House, Ring Rd., Seacroft, Leeds LS14 1NH, England. P-77406.

2611—ECUADOR—Fiber producers cooperative seeks joint venture to manufacture **abaca pulp.** Estimated production 3 to 6 thousand tons annually depending on exact specifications of proposed facility. Will meet plant's raw materials requirements with harvest of 12,000 hectares earmarked for this enterpise. Sought of U.S. investor is production and marketing know-how. Feasibility study of export market for abaca pulp has been completed by Canadian firm. Study will be available to prospective investors. Government of Ecuador actively encourages greater processing of primary products before exportation, offers variety of incentives to foreign investor in this project. CENDES, Ecuador's Center of Industrial Development, is assisting local cooperative in contacting potential partners. For further information write: Dr. Marco Bravo, Gerencia Tecnica, Centro De Desarrollo Industrial Del Ecuador—CENDES, Av. Orellana 1715, Casilla 2321, Quito; Telephone: 527100; Telex: 2350-ED. P-77407. OPIC.

2641, 3291, 2851—FRANCE—Seeks license and/or joint venture to manufacture **pressure sensitive tape, waterproof abrasive coated paper, and paint for automobile industry.** Firm is importer/distributor of industrial pressure sensitive tapes and gummed products. Established 1954, employs 13, enjoys good reputation. Annual sales $600,000. Robert Hamet, Chmn. and Gen. Mgr., HAMET, 6 rue Saint-Gratien, 93800 Epinay, France. P-77418.

2819, 2873, 2874, 5093—CHILE—Seeks exclusive agency agreements to represent U.S. manufacturers or trading firms for **bright slate sulphur** (60,000 annual tons), **fertilizers such as urea and superphosphate** (30,000 annual tons), and **auto and can scrap that is paintless, greaseless and chromeless.** Company involved in mining and manufacturing; also represents several large U.S. and foreign firms in lines of industrial organic chemicals, general industrial equipment and others. Founded 1937, employs 400; 1976 sales approximately $14 million. Uri Pimstein W., Commercial Mgr., Cia. Minera y Comercial Sali Hochschild, S.A., Alameda B. O'Higgins 1146, 6th Floor, P.O. Box 3127, Santiago. Telephone: 713118; Telex: SALIHOCH SGO 321. P-77430. OPIC.

2834—FRANCE—Seeks licenses to manufacture sophisticated pharmaceutical preparations, as follows: **skeletal relaxants, antiarthritics (nonharmonal), anti-infllammatory drugs, coronary vasodilators, peripheral vasodilators, other pharmaceutical preparations acting on cardiovascular system and lipotropics and cholesterol reducers.** Firm is manufacturer of pharmaceutical products and has good reputation. Established 1950, employs 75, annual sales $1.2 million. Laboratoires Genevrier SA, 45 rue Madeleine-Michelis, 92200 Neuilly-sur-Seine, France. Telephone: 624-1777. P-77431.

2844—IRAN—Firm currently producing perfumes and cosmetics for French firm, seeks licenses from American producers to manufacture **shampoos and deodorants.** Iranian duties on imported shampoos and deodorants exceed 50 percent. Company also imports and distributes perfumes, cosmetics and deodorants. Established 1945; employs 15, has good business reputation. Ravi Amid, Mgr., Amid and Sons, Takhte-Tavoos, Next to Bank Sepah Club, Kuchen Jabarzadeh, No. 12, Tehran. WTDR. P-77419. OPIC.

2851—UNITED KINGDOM—Seeks licenses to manufacture **high-performance, heavy-duty chemical coatings and paints for maintaining capital equipment** such as offshore and oil refinery installations, structural steelwork and similar applications. Marine coatings excluded. Established 1886, has 2,500 employees, annual sales 40 million pounds. One of the largest suppliers of finishes to industrial and decorative markets in U.K. John Green, Technical Mgr., Trade & Retail Div., Donald Macpherson Group Ltd., Warth Mill, Bury, Lancashire, England. P-77464.

3031—IRAN—Industrial Group presently producing chains, wire rope and saw blades has recently received license from Iranian Ministry of Mines & Industries for production of **reclaimed rubber from used tires.** Group is interested in licensing or joint venture arrangement with U.S. firms. Eng. F. Etemad, Mng. Dir., OCOP Industrial Group, Villa Ave., Ark St. No. 60, Tehran. WTDR. P-77432. OPIC.

3079—MEXICO—Seeks joint venture arrangement to manufacture widely-used **plastic products.** Interested U.S. firms should be able to offer patent or trademark for **thermoplastic blowing process.** Lic. Carlos Lopez de la Rosa, Mgr., EMEI, Transformacion y Maquila de Plasticos, S.A., Rinconada del Valle #19, Col. Xoco, Mexico 13, D.F. P-77423.

3229 — TAIWAN — Desires to purchase complete **fiberglass manufacturing plant** with daily production capacity of 10 metric tons of fiberglass, including roving,

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

mating and weaving. Products initially will be absorbed by local manufacturers of yachts and other fiberglass items in Taiwan. Total of $2 million has been projected for purchase of plant. Interested suppliers should be capable of providing installation, technical know-how, training of operators and after-sales maintenance. Prompt replies requested. Contact American Embassy Taipei, Commercial Section, 2 Chung Hsiao West Rd., Second Section, Taipei. Attn: Commercial Attache. WTDR. P-77460. OPIC.

3273—SAUDI ARABIA—Seeks joint venture arrangement to establish **ready-mixed concrete plant** in Eastern Province. Proposal is to set up small-to-medium size batching plant which could be mobile or portable enough to relocate at convenient sites. Family concerns are active in cement, concrete, sand and quarrying businesses. Saudi company has obtained government approval to set up batch plant operation. Dr. Ibrahim A. Alzamel, Jebel A. Tariq, P.O. Box 466, Dammam, Saudi Arabia. Copies of correspondence should be sent to Chief, Economic/Commercial Section, American Consulate General, APO New York 09616. WTDR. P-77447. OPIC.

3281—GERMANY—Seeks novel technology and license for manufacture of **concrete stones for highways, home, garden and playgrounds and rubber/plastic lined stones.** Established 1900 for production of concrete stones and processing of natural hard stones, used in building trade and for construction of highways, waterways, etc. Wilhelm Rinn GmbH Co. KG, Bentonwerke, 6301 Heuchelheim-Giessen, Germany. Telephone: 0641-78017; Telex: 0482947. P-77459.

3400, 3500—GERMANY—Small manufacturer of conveyor components for automobile industry seeks licenses in field of steel construction of metal fabrication, for instance **garbage containers or agricultural equipment.** Company specializes in and is well equipped for press-molding sheets and for welding. Currently trying to diversify operations by adding new product lines. Established 1971, employs 35. Kurt Tonne, Maschinenbau Uchte GmbH & Co. KG, Tilsiter Strasse 4, 2838 Sulingen, Germany. P-77408.

3423 — AUSTRALIA — Manufacturer of **machine knives and specialized steel tool components** seeks licensing arrangement to manufacture similar products compatible with existing facilities. Has distribution outlets throughout Australia and New Zealand. C. B. Crehan, Dir., Eagle & Globe Products Pty. Ltd., P.O. Box 138, Port Kembla, N.S.W. 2505. P-77433.

3423—INDIA—Large corporation seeks American firm to provide technical know-how for manufacture of **forged hand tools** such as spanners, wrenches, pliers, punches, screw drivers, hammers, socket sets, cold chisels, etc. Proposed production capacity 6,000 metric tons per year. Employs over 7,000 and reports 1975-76 sales of $54 million. N. P. Godrej, Mng. Dir., Godrej & Boyce Manufacturing Co., Ltd., Godrej Bhavan, Home St., GPO Post Bag No. 10123, Bombay. 400 001; Telex 011-4151; Cable: GODREJSAFE, Bombay. P-77409. OPIC.

3429—NIGERIA—Smelting company interested in diversifying through joint venture to manufacture **building materials** complementary with its metallurgical skills. Products being considered include steel or aluminum doors, window frames; galvanized roofing sheets; metal lighting fixtures; hand tools and other hardware fittings. Angus Paton, Mng. Dir., Makeri Smelting Co., P.O. Box 653, Jos, Nigeria. Telephone: Jos 2841. P-77434. OPIC.

3431—FRANCE—Manufacturer and importer of faucets for building industry seeks licensing rights to manufacture **sanitary and heating faucets.** Established 1945; employs 100. Walter Stierlin, Pres., Metap, S. A. 3b rue de Belfort, F 68330 HUNINGUE, France. Telephone: 89-67.49.-32. P-77462.

3433, 3523—ITALY—Seeks licenses to manufacture **solar** and **windpower apparatus** for residential and office building heating, water heating and electrical generation. Founded 1907, specializes in manufacture of containers, prefab steel buildings, lighting columns, telegraph lines and LPG cylinders. Employs 1,000, sales $57 million in 1976. Part of Finsider Group of IRI, Italian Government holding company. Mauro Cerri, Mgr., Morteo Soprefinn, S.P.A., Corso A. Podesta 8, I-16128 Genoa. Telex: 27570; Cable: MORTEOSOPREFIN-GENOA; Telephone: 010/593261. P-77435.

3433—JAPAN—A leading manufacturer in pollution control equipment field seeks licenses, advanced technology. Interests include **large scale municipal waste incinerating systems for recycling of materials from waste and recovery of heat from waste incineration.** Specializes in areas of water treatment, sewage treatment and dust collection. Sales in 1975 $135 million. Has sales offices in five major Japanese cities, operates two plants. Employs around 1,800. Tsutomu Uehara, Asst. Mgr., Products Development Dept., Mitsubishi Kakoki Kaisha, Ltd., Marunouchi-Yaesu Bldg., 6-2, Marunouchi 2-chome, Chiyoda-ku, Tokyo 100. P-77436.

3443—SWEDEN—Firm seeks licensing arrangements to produce **equipment for collection, storage and treatment of liquids and gases under pressure.** Has been engaged principally in manufacturing products from heavy steel and iron plate. Has also manufactured mobile equipment, such as distribution trucks for electrolytic smelters. Established 1963, employs 134. Erling Jonsson, AB Alno Mekaniska Verkstad, S-860 24 Alno, Sweden. Telephone: 060/55 60 00; Telex: 71333 Alnomek. P-77437.

3446 — UNITED KINGDOM — Company wishes to contact American **ladder manufacturers** with view to obtaining license to manufacture in U.K. Technology sought is completely secure and satisfactory fix of "D" shaped or flat-topped rung to aluminum "I" beam rail section. Employs 500. D. W. Huntington, Mng. Dir., W. C. Youngman Ltd., Manor Royal, Crawley RH10 2QA, England. P-77438.

3493 — UNITED KINGDOM — Manufacturer of large water turbines, pumps and valves seeks licenses to produce **similar equipment including butterfly valves.** Established 1912, annual sales about $21 million. Employs 130, is affiliated with Swedish concern. P. J. Howe, Company Secretary, Boving & Co. Ltd., Villiers House, 41-47 Strand, London WC2. P-77440.

3494, 3589—FRANCE—Manufacturer of control equipment seeks licensing arrangement to produce **flow filters, regulators, and regulator valves** for gas, vapors and liquids. Established 1956. Mr. Degeorges, Commercial Mgr., E.I.F., 97 Rue de Montreuil, 93100 Montreuil, France: Telex: 210374. P-77439.

3500 — AUSTRALIA — Working through agent, well-established producer of rendering and processing equipment for meat and abattoir industry seeks licenses, assembly or similar agreements. Product interests include **material handling, mining, conveying, food processing and multi-story window washing equipment.** Also interested in **specialized laundry, textile or dyeing equipment.** Australian company is manufacturing engineer with over 100 years experience. Has facilities to design, produce, install and service equipment. Employs 80. Has complete fabrication facilities to handle products up to 10 tons. Write: R. J. Croker, Mgr., Jonell Equipment Co., 22 Lincoln Parade, Aspendale, Victoria 3195. WTDR available on manufacturer, John W. Stamp Pty. Ltd. P-77424.

3511—SAUDI ARABIA—Seeks agency or distribution agreement to market **diesel driven and gas turbine electric power plants in medium and high megawatt range.** Also prepared to enter into joint venture. Saudi firm indicates there is growing demand for larger power equipment. Already represents U.S. producer of small electric generators. Interested companies requested to telex offers of interest and air mail appropriate brochures to Faud A. Lahham, Dir., Sawary Trading and Contracting Co., P.O. Box 3420, Jidda; Cable: SAWARYCO; Telex: 40095 SJ. P-77441. OPIC.

3545—GERMANY—Seeks license to produce **material handling equipment for metalworking machines, especially transporting and storing equipment for sheet metal.** Is medium-sized manufacturer and distributor of attachments for metalworking machinery. Employs 35, good reputation. Herr Fritz Haller, Technical Mgr., Gemminger Maschinenbau GmbH,

Gartacher Weg, D-7519 Gemmingen, Germany. Telephone: 7267/318, Telex: 78 23 54. WTDR. P-77425.

3551 — SWITZERLAND — Seeks licenses for **systems and machinery for packaging of food products such as coffee and dehydrated soups in envelopes.** Machinery should be capable of forming, filling and sealing envelope. Presently makes textile printing machinery and packaging materials, mainly for food industry. Already has substantial experience in production of food envelopes. Activities cover most of Western Europe. Employs 400. Excellent reputation. Ernst Kaufmann, Sales Mgr., Fritz Buser AG, 3428 Wiler-Utzenstorf, Switzerland. Telex: 34 164; Telephone: 065/46 11 41. P-77416.

3559, 3911, 3961—MOROCCO—Seeks joint venture with U.S. firm to expand capacity through addition of **foundry machinery and equipment treating precious metals and for manufacturing gold jewelry and costume jewelry.** Also seeks contact with U.S. manufacturers of above products for direct sales to end-users. Elysee Bensimon, SONEFIM, 136, Route Des Ouled-Ziane, Angle, 24, Rue De Barzac, Casablanca. Telephone: 24-02-96; 24-02-97; 24-29-94; Cable: BICAMOS-CASA; Telex: 23-910. P-77442.

3567—KOREA—Leading manufacturer of industrial furnaces seeks licenses to produce **oil and gas burners, and industrial furnaces.** Equipment which firm plans to produce includes large car bottom stress relieving, annealing, continuous type annealing, forging and hardening furnaces. Also induction type furnaces of both low and high frequency. According to Korean firm, 1972 domestic market for such furnaces was estimated at $20 million and is growing at 20 percent per annum. Annual sales target for these new products is $10 million. Established 1973, employs 60, estimates 1977 sales at $1 million. Mr. Cho Sung Ho, Mng. Dir., Hanil Furnace Manufacture Co., Ltd., 62-130, Kocheok-dong, Yongdongpo-ku, Seoul 150, WTDR. P-77443. OPIC.

3568 — AUSTRIA — Medium-sized manufacturer of **stationary-coil electromagnetic clutches, lathes, and silos and seed handling equipment,** seeks licensing arrangement for products similar to above. Sells in Eastern and Western Europe and to Middle East. Would be interested in selling products at first and in second phase to manufacture under license. Employs 900. Gerold Dantzenberg, Maschinenfabrik Heid AG, Ernstbrunnerstrasse 31, A-2000 Stockerau, Austria. P-77426.

3569 — AUSTRALIA — Seeks licenses to produce **water pollution control equipment** for such local industries as petroleum, petrochemical and agricultural raw materials processing. Products of specific interest include absorption columns, aereators, air flotation, digestors, and gravity filters. Currently engaged in design, production and installation of petrochemical apparatus. Will also consider joint venture. Barry Thornton, Dir., Environmental Engineering Proprietary Ltd., 1-3 Lachlan St., Waterloo, N.S.W. 2017. WTDR. P-77444.

3573—GERMANY—Seeks license to manufacture and market **peripheral computing equipment.** Distributor of magnetic stripe ledger card systems, front feed devices, forms, and similar peripheral equipment. Employs 120, reports annual sales of $8 million. Hans G. Boeck, Mgr., B D T, Buero- und Datentechnik GmbH, P.O. Box 80, Koenigstrasse 47, D-7210 Rottweil 1, Germany. Telephone: (741) 8041; Telex: 762876. WTDR. P-77413.

3589—GERMANY—Seeks to collaborate with **U.S. consulting companies engaged in engineering and management of industrial waste water treatment as well as waste removal.** Involved in international consulting in advisory, planning and management of federal, municipal and private water treatment and waste removal projects including engineering of sewage plants. Employs 80. Herr Dr. Heinz Braun, Mgr., Gesellschaft fuer Klaeranlagen und Wasserversorgung Mannheim mbH, Gottlieb-Daimler-Strasse 12 a, D-6800 Mannheim 1, Germany. Telephone: 621/447001; Telex: 46 34 26. WTDR. P-77445.

3600—GERMANY—Seeks joint venture arrangement for manufacture of following computer and measuring-related items in Germany: **push buttons, limit switches, trip dog panels, digital display of process variables, light barriers, incremental resolvers, rails for process variable and equipment for electric measurement of mechanical data.** Firm is manufacturer of controls and electric measuring equipment and distributor of EDP equipment. Established 1952; employs 200; has distribution network throughout Europe. Herr F. Adams, Elan Schaltelemente, Kurt Maecker GmbH, Holzheimer Weg 50, 4040 Neuss, Germany. P-77461.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

3612, 3677—SPAIN—Seeks joint venture with U.S. firm to acquire capital and technology to expand and diversify product line of **equipment for power industry, including electronic filters, power and distribution transformers and specialty transformers.** Established 1963, employs 70 and reports it accounts for 10 percent of national output in its product line. Emilio Jaraiz Franco, Dir., ELIASA-Electronica Iberoamericana, S.A. Empecinado 30 Mostoles, Madrid. P-77410.

3629—FRANCE—Small manufacturer and exporter of capacitors seeks licensing arrangement to produce **capacitors for interference suppressors, low and medium tensions, plastic film capacitors for fluo 220/380 VAC, and capacitors for starting motors.** Mr. Alonzi, Marketing Mgr., Facon SA, 28 Rue de Lyon, 75012 Paris; Telex: 210443F; Telephone: 343-0943. P-77449.

3662—UNITED KINGDOM—Seeks licenses to produce and market in U.K. and Europe **electrical and electromechanical modules and components in civil and military communications and control field.** Product areas of particular interest are antenna systems for ground and mobile use, communications modules, beacons, transponders and safety and survival equipment. Defense-oriented firm has design, development and production facilities. Its three divisions manufacture ejectors, aircraft fasteners, flexible circuitry, armament test and resetting units and stamped metal closures. K. R. Haynes, General Sales Mgr., M. B. Metals Ltd., Victoria Rd., Portslade, Sussex; Telephone: Brighton 413981. P-77414.

3674—UNITED KINGDOM—Seeks licenses to produce **microprocessor function modules.** Subsidiary of company operating in electronic components distribution, transducer and instrument manufacture, computer peripherals, and electromechanical engineering whose annual sales exceed 20 million pounds. Geared to microprocessor-based systems work, employs 95, current sales 1.5 million pounds. P. J. Price, Group Executive, Unitech Ltd., Phoenix House, Station Hill, Reading RG1 1NB, England. P-77411.

3728—FRANCE—Manufacturer of **aircraft equipment and small precision mechanical products in metal sheet, including electronic devices,** seeking licensing rights to manufacture products in its present field of activity. Established 1956. Employs 188. Annual sales volume $4 million. Paul Chiesa, General Mgr., Societe EXA, 8 rue Maurice, 81160 Longjumeau, France. Telex: F 600.248; Telephone: 909-2742. P-77446.

3811 — SWITZERLAND — Seeks licenses for manufacture of **analytical laboratory instruments.** Of particular interest are spectrometers in IR and UV range, chromatographic analyzers, colorimeters, maintenance free pH meters with digital readout, and instruments for electro-chemical analysis using sensing probes for parameters such as pH, O_2, chlorine and other oxydants. Established manufacturer of special laboratory instruments such as evaporators, waterstills, steam distillation apparatus, nitrogen analyzers and melting and drying ovens. Also produces special related auxiliary instruments, models for study purposes, etc. Located in newly built, attractive manufacturing facility in Eastern Switzerland. Staff of 120. Reported to be active in R & D and to have aggressive and competent management. Eighty percent of its instruments are exported worldwide. Representative planning to visit U.S. in September. Christian Hatz, Ph.D., Buchi Laboratory Tech-

niques Ltd., 9230 Flawil, Switzerland. Telephone: 071/83 13 92; Telex: 77 403. P-77458.

3861 — MALAYSIA — Seeks collaboration with U.S. company to establish **microfilm producing company.** U.S. participation may be in form of licensing or technical assistance. In return foreign firm will offer fixed fee. Currently engaged in retailing and distributing of books and stationery imported from Australia, U.K. and U.S. Ernest E. S. Yee, Mgr., MPH at Jaya Supermarket, P.O. Box 1076, Jalan Semangat Post Office, Section 14, Petaling Jaya, Selangor. WTDR. P-77463. OPIC.

5812 — TAIWAN — Largest department store chain plans to enter **fast food restaurant business.** Will set up fast food centers in each of four new stores planned for Taipei and other major cities. Restaurants featuring hamburgers, sandwiches, donuts, ice cream, fried chicken and pizza of interest. Commercial Attache, American Embassy, 2 Chung Hsiao West Rd., Second Section, Taipei. P-77427. OPIC.

7011 — SAUDI ARABIA — U.S. partner sought to construct and manage **hotel.** Total estimated cost $8 million. U.S. partner's share negotiable. Hotel will be located on prime land in Jidda. Osman B. Abdulla, Vice Pres., Farwan Trading Co., P.O. Box 2072, Jidda; Cable: AL FARWAN. P-77428. OPIC.

7392—VENEZUELA—Firm desires joint venture with U.S. **consulting company.** Contact sought with firms experienced in commercial/industrial appraisal area to cover expanding demand for commercial and industrial planning/consulting services. U.S. partner offered up to 49 percent ownership. Firm currently involved in general economic consulting work. Highly regarded in government, banking and commercial circles. Carlos Acedo Mendoza, Pres., CONECAM, Apartado 51397, Sabana Grande, Caracas 105. P-77448.

9511—KUWAIT—Seeks joint venture with American firm specializing in **waste management.** Opportunities exist due to Kuwait's continuing problems with waste disposal. Company acts as contractor, importer, exporter, agent, wholesaler and retailer of construction machinery, engines, generators, boats and general merchandise. Annual sales estimated to exceed $10 million. Nayef Al-Ateeqy, Eng., Ateeqy Trading & Engineering Enterprises, P.O. Box 699, Kuwait, Cable: ATEEQ; Telex: ATEEQ 3007 KT. P-77412.

Thailand's New Town Seeks U.S. Investors

Thailand's first planned town, Nava Nakorn, plans to open its initial housing units this month and its first plant in October. Located north of Bangkok along the major highway leading to the northern and northeastern regions of Thailand, the town will have a population of approximately 100,000. Nava Nakorn is near Don Muang International Airport and will have its own station on the northern railway line.

The industrial estate, an integral part of Nava Nakorn, will provide the majority of job opportunities for the residents. The estate will offer investors a fully integrated sewage and waste water treatment plant, roads, drainage, water and electricity, fully serviced plots with no additional development required and land from one to 20 acres available for purchase or lease.

In addition, the Board of Investment has approved the zoning of the industrial estate as an Investment Promotion Zone. Privileges open to investors include reductions on import duties for raw materials, reduction of taxes and depreciation and other expenditure allowances. To obtain further details write David A. Bailey, Chief Executive, Nava Nakorn Co. Ltd., 195 Phyathai Rd., Bangkok. P-77404. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, joint venture, licensing, or representation agreement, write to the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Licensing

AUSTRALIA—Sandwich making machine on which patent is pending. David Thelander, Dir., Multi Mould Enterprises Pty., Ltd., 65 Armytage St., Lota, Queensland, 4179. File 3551.

AUSTRALIA—Bulk whipped cream dispenser with single or multiple dispensing guns. Inventor claims that device saves substantially in both labor and waste over conventional, small-scale methods. K. W. Taylor, Mng. Dir., Sunshine Plantation Pty Ltd., Bruce Highway, Nambour, Queensland. File 3552.

DENMARK—Carburetor for motor vehicles. Inventor claims new carburetor reduces energy use by about 10 percent, and also reduces pollution. Andres Warming M/Sc., Tovesvej 3, 2850 Naerum. File 3553.

FRANCE—Diaper pants with special fastening devices. U.S. patent application serial no. 650,624, April 26. Mr. Turlotte, Export Mgr., Anciens Ets. Rene Aaron, 22 Rue Yves Toudic, 75010 Paris. File 3554.

GERMANY—Garden implements, such as lawn mowers with service-free batteries, light weight spraying and dusting equipment, and edge cutting equipment operated by mower battery. Interested in finding U.S. partner for production and distribution of its products. Heinz Doll, Mgr., AS-Motor GmbH KG, Lindenstrasse D-7163 Oberrot. File 3555.

GERMANY—Oil film removal device from water surface, and floating oil collection tank. German engineer is offering its patented process and equipment to U.S. industry. Under this process, floating tube rings are used for skimming off oil from polluted water surface; oil is pumped into self-propelled floating tank vessel. Max Roth, Schiffsingenieur, Hegelstrasse 2, D-6056 Heusenstamm. File 3556.

GERMANY—Synthetic screen cloth. These molded, steel-reinforced synthetic screen cloths are of high quality, exceptionally wear resistant polyurethane thermoplastics, and available with square, slotted and taper slot perforations. Mr. Kueper, Gummi Kueper GmbH & Co. KG, Mettestr. 23, 4630 Bochum. File 3557.

GERMANY—Holster-type, belt-mounted purse, which can be worn with jeans by teens, women and men. Purse, tied to leg with connecting string, can be worn on either right or left side. Designed to carry personal items such as wallet, cigarettes, lighter, etc. V. Belopavlic, Poststr. 2, 5000 Koeln 1. File 3558.

ISRAEL—Recovering silver from photographic wastes, as iodide or bromide. Inventor wishes to sell his patent rights to U.S. firms engaged in production of photographic paper and films or in recovering and refining silver. Michael Howard-Bar, P.O. Box 24084, Tel Aviv. File 3559.

JAPAN—Incinerators for home industrial use. Japan patented incinerator is dual in structure, with inner and outer body; water acts as insulator between the two. Inside of inner body is covered with layers of fire-proof material so as to maintain strong caloric force. Water between inner and outer bodies evaporates when incinerator is in operation, and resultant steam catches particles of incinerated matter in stack for pollution control purposes. Tsurutetsu Kokyo K.K., 130 Oaza Takamatsu, Oita City, 870. File 3560.

SWEDEN—Plastic handle easily attached to boxes for ease of carrying. Made of injection-molded polyethylene. Bertil Wigemark AB, Arkvgatan 5, S-411 34 Goteborg. File 3561.

SWITZERLAND—Coffee and fruit juice vending machines. Machine that vends coffee made from freshly ground beans includes several patented, novel features, including new type of maintenance-free coffee filter. Looking for U.S. licensing arrangement for technical parts of machines, since housing, etc., does not require special technology. Louis Moser, Pres., Moser SA, 2735 Malleray. File 3562.

SWITZERLAND—Children's ski clothes, for 2-16 years age group. Dr. E. Braunschweig, Braunschweig AG, Feldstr. 133, POB 1024, CH-8036 Zurich. File 3563.

SWITZERLAND—Circular saws for cutting of steel and other hard metals. Heavy-duty machines are built as modular systems which can be adapted to requirements of end-users, including manual, semi-automatic or fully-automatic control. Fully patented and company claims far out-perform competing equipment. Mr. Abinden, Pres., Machine Tools, Sonnenweg 30, 3098 Koniz-Bern. File 3564.

UNITED KINGDOM—Navigation lights. Seeking licensing arrangements with U.S. company preferably not engaged in manufacture of navigation lights but one seeking diversification in terms of products for marine trade. Such companies should have appropriate manufacturing facilities, human resources, preferably involved in electrical equipment field, have nationwide distribution network and established contacts with leading boatbuilders, spar manufacturers and chandlers in main boating centers. Contact U.S. Department of Commerce for further information.

UNITED KINGDOM—Company is offering for manufacture in U.S.: **solar tile, which is solar energy collector; solar pave, solar heating system for swimming pools; porta-sol, solar heating system for trailers.** Ridwan Dobson, Mng. Dir., Sunheat Systems Ltd., Bayshill House, Bayshill Road, Cheltenham, Gloucestershire. File 3566.

Ecuador Needs Lab Material

The Ministry of Education, Republic of Ecuador, has called for prequalification of firms interested in supplying and financing laboratories and educational equipment for schools and technological institutions. Further information is available from the Embassy of Ecuador, 2535 15th St., NW, Washington, D.C. 20009. P-77429.

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Miscellaneous marine products

0919—JAPAN—Dry fish powder with 50% calcium ingredient; est. annual purchase $50,000. Buyer is importer/distributor of marine products and general sundries. Capital $30,000. 1976 sales $1.5 million. Ref. Sanwa Bank Umeda Branch, Osaka. Reply to—Mr. Shigemitsu Kashihara, Import Mgr., Shin-Osaka Shoji K.K., Yamaguchi-cho, Higashiyodogawa-ku, Osaka 533. Tel.: 06-323-6195.

General building contractors

● 1541-3441-3559—TANZANIA — M. Barghigian, Proj. Mgr., Morogoro Shoe Factory, Dar es Salaam, announced tender for shoe factory which will produce annually two million pairs of leather shoes and two million pairs of canvas shoes. Tender is financed by World Bank as part of Morogoro Industrial Complex. Bid documents available from Italmacchine Plants, S.P.A., Via Lanzone, 31-20123 Milano. Telex No. 36587 Turbital, on payment of $25; must be obtained prior to submitting offers. A 2% bid-bond of value of offer must be presented with offer. No bid deadline stated.

Heavy construction

● 1623—MALAYSIA—Tenders are invited from manufacturers or agents for the system design, supply, installation, training and commissioning of service proven equipment in a turnkey project to meet the operational and technical requirements of the MF and HF coast station equipment for ship-to-shore communications. Equipment shall be supplied to provide: a) distress and alarm watch on the international frequencies for radiotelegraphy and radiotelephony, and handling of distress calls and alarms; b) all Morse telegraphy; c) radio telephony services from coast station operator to ship; d) narrow band direct printing telegraph for manual telex connections to land telex subscribers and for transmission of telegrams; e) manual connection of ship subscribers to telephone exchange for communication with land-based telephone subscribers; f) transmission of meteorological warnings and other alarms; g) data transmission and facsimile services; h) other services that are offered by a coast station of the first category. Bid documents must be obtained from Dir.-Gen. of Telecoms, Telecommunications Hqs., (Bahagian Radio AM-OB), Bukit Mahkamah, Kuala Lumpur 05-01, on payment of documentation fee of M$50.00 (US$1 = approx. M$2.46) prior to submitting offers. Bid deadline is Nov. 1.

Broad woven fabric mills, wool

● 2231300—WEST GERMANY—Supply of 15,000 meters tricot, light gray, 100% pure shorn wool; 18,000 m. tricot bluish gray, 100% pure shorn wool; 15,000 m. pearl garbardine (pique), dark gray, 45% shorn wool, 55% trade-mark polyester; 15,000 m. pearl garbardine (pique) bluish gray, 45% shorn wool, 55% trade-mark polyester. Tender documents and sample of each respective cloth can be obtained upon written request from Kleiderkasse Fuer Die Bundeswehr, 5400 Kablenz, Casinostrasse 26-30, P.O. Box 7350 Frankfurt. Closing date for bids, Oct. 31. Language of correspondence, German.

Office furniture

● 2521000, 2522000 — IVORY COAST—Wooden office furniture; metal office furniture. Intl. bids for furnishing & decoration new hdqs. bldg. currently under construction in Abidjan. Invitation open to firms specialized in office furnishings. Tenders should be sent in 2 envelopes; outer sealed envelope should bear trade name of tenderer & contain, in triplicate: offer (tax & customs duty-free) documentation & samples supplies proposed. Required references. Tender docs. must be obtained from Atelier A.T.C.C.I., 6/8 rue S. Lagarosse, Face Parchemin, Cote Bar Olympique, B.P. 20608, Abidjan, Ivory Coast, or Studio Nervi, 9, Lgt Brescia, Rome, Italy. Tel. 380841, prior to submitting offers. Bid docs. cost 15,000 cfa francs ($60) Ivory Coast. Mr. Herzi, AFDB architect, advises interested U.S. firms obtain docs. from Italy. Cost bid docs. in Italy unknown to AFDB official. Submit bids to Unit No. 14 "Furnishing & Decoration", Tender of African Dev. Bank. c/o Secretary Gen., A.D.B., B.P. 1387, Abidjan, Ivory Coast. Bid deadline Oct. 31.

Paper mills, products

● 2621000—IRAN—Supply 25,000 kgs dark blue paper in bobbin with 160 mm width, 12 cms core dia., 90 cms outside dia. & 60 plus 2 grs weight per sq. meter. Bidders should send together with offers at least 5 kgs their proposed paper as sample, or send said sample in such manner to reach ITC 10 days before deadline. Bids lacking samples will not be taken into consideration. Prices should be offered on c.&f. basis Iranian port/frontier customs in U.S. dollars. Payment by irrevocable L/C. Refer to tender no. 58592. Obtain bid docs. from Iranian Tobacco Co., 205 Iranshahr Ave., Tehran. Cable: TABAKMONOPOL; Telex 2715. Bid deadline Oct. 2.

Drugs

● 2833200—ALGERIA—Supply chemical & galenic raw materials for producing pharmaceuticals. Tender docs. must be obtained from below address prior to submitting offers. Offer & corres. in French required; all specs. metric. Usine D'el Harrach, Pharmacie Centrale Algerienne, 35, Avenue Du Cardinal Lavigerie, El Harrach, Algiers. Tx 52067; cables USIPHAR ALGER. Bid deadline Sept. 30.

Gum, wood chemicals

2865111—FINLAND—Cyclic (coal tar) intermediates; synthetic phenol in particular. Est. sales vol. 5,000 m/t. Firm is a reputable, well-connected agent specializing in industrial chemicals. Represents Calgon Corp., Pittsburgh; Millmaster Onyx Corp., New York. Reply ASAP to—Mr. J. Haarla, Mng. Dir., J. Haarla Trading & Co., Pyhajarvenkatu 10 A, SF-33200 Tampere 20. Telex 22-274 JHTSF; tel 931-31822.

Plastic products

● 3079653-55-57, 3321533, 3494317—GUATEMALA—PVC pipe. PVC fittings & unions. Ductile iron pipe & fittings. Valves & fittings for rural water distrib. networks. Only construction firms from Guatemala, Central America, U.S. & countries made eligible by Interamerican Dev. Bank can bid. Bases & specs. available in executing unit of Rural Aqeducts Program (Unidad Ejecutora Del Programa De Acueductos Rurales—UNEPAR), 11 Calle 1-23, Zona 9, Guatemala City, & must be obtained prior to submitting offers. All offers must be presented in Spanish in sealed envelope with name & designation of project name & address of bidder on outside to Departamento De Bienes Del Estado Y, Licitaciones Piso 13, Edificio De Finanzas Publicas, 8A. Avenida Y 21 Calle, Zona 1, Guatemala City. Refer to bid no. 44-77, bid deadline Oct. 4.

Iron, steel foundries

● 3325215—INDIA—Forged steel rolls for hot/cold rolling mills-826 nos. (approx. 7504 tons). Interested U.S. firms must procure tender docs. on payment of Rs 510.00 ($58.15) prior to submitting offers. Refer to PUR/D2/w/rolls/97501/t-141-Glorbal. Obtain bid docs. from Controller of Purchase (W), Brokardo Steel Ltd., Purchase Div., Main Admin. Bldg., P.O. Bokaro Steel City 827001, Dist. Dhanbad, Bihar, India. Bid deadline Oct. 31.

Cutlery, hand tools, hardware

● 3423198—BOLIVIA—Railroad repairing hand tools & equip., various types & quantities, such as metalworking saw blades, boring machines, drilling machines. Price

c.i.f. Oruro. Interested firms must purchase tender for $25 from below address prior to submitting offers. Railroad co. obtained World Bank loan of $35 million for this & other purchases. This is ENFE's 3rd phase of rehabilitation plan. Proposal can be submitted to nearest Bolivian consulate for forwarding to La Paz, however, U.S. firm must notify ENFE by telegram of this action. Obtain bid docs from Gerencia De Rehabilitacion E Inversione, Empresa Nacional Ferrocarriles, Castila 428, La Paz. Cable ENFE, LA PAZ. Refer to ENFE Ref. BIRF 1.4. Bid deadline Oct. 3.

Heating apparatus, plumbing fixtures

● **3433730—ALGERIA**—Supply 1,000 gas-fired boilers for heating (100 between 15 & 20,000 mth/hr.; 150 between 20 & 25,000 mth/hr., 200 between 25 & 30,000 mth/hr., 300 between 35 & 40,000 mth/hr.). Tender docs. in French must be obtained from below address prior to submitting offers. Offer to be f.o.b., c. & f., include tech. literature, & remain valid 90 days past bid deadline. Normes of boilers to be French, Belgian, German or Dutch. All specs. metric. Obtain bid docs. from—Direction Des Approvisionnements, Sonelgaz, 2, Blvd, Salah Bouakouir Algiers. Refer to bid No. A/7084/K.A. Bid deadline Oct. 6.

Engines, turbines

● **3511000 — EL SALVADOR** — Comision Ejecutiva Hidroelectrica Del Rio Lempa (CEL) invites firms to prequalify to bid for the fabrication, supply and installation of the following: two hydraulic turbines, vertical axle kaplan type, one runner, 92,400 KW, 30 meter net head, speed of operation 105.9 RPM, two electro-hydraulic governors, solid state type. Estimated overall value U.S.$7-8 million. Financing of foreign exchange component of contract integral and important part of bid. Firms wanting to prequalify must present following: record of experience in the manufacture of equipment and machinery like that above, financial status, description of plant and organizational structure, bank references, and any other pertinent data. Send to: Harza Engineering Co., 150 S. Wacker Dr., Chicago, Ill. 60606. Copies of documents sent to Harza, must also be mailed to CEL, Calle Poinente 950, San Salvador, El Salvador. Prequalification deadline is Aug. 31. Refer to Bid No. CEL-543. Bid deadline for equipment is Dec. 1, tentatively.

Farm machinery

● **3523000 — EGYPT** — Supply farming, planting, harvesting, & preparation of crops machinery. Interested U.S. firms urged contact Egyptian agents for full conditions & specs. of tender, which may be obtained from Office of Financial Mgr., at Cairo—Alexandria Desert Rd., Kilometer 75 El Zahraa (8th village) near second pump station on NASR canal. Submit bids to—Foreign Purchases Committee, Nubaria Seed Production Co., P.O. Abo El Matamir, Behira, Egypt. Bid deadline Oct. 1.

Construction, mining, materials handling machinery, equipment

● **3531400—INDIA**—One 5-ton crane. Bid IDA financed. Tender docs. cost $10 plus $8 for postage & must be obtained prior to submitting offers, from Superintending Engineer, P.W.D. (B&R), Gwalior Circle No. 1, Gwalior, Madhya Pradesh, India. Refer to bid No. CAD/ICB/15. Bid deadline Sept. 30.

● **3531400—PARAGUAY**—Self-propelled all-terrain telescopic crane. Purchaser—ANDE—is natl. electric power utility. Est. total cost tender $90,000 to be financed with ANDE's own funds. Bids should be submitted through local agent duly registered with ANDE. Specs. (2 sets) for $30, addit. set $20, must be obtained prior to submitting offers from Div. de Aquisiciones, Departamento de Licitaciones-ANDE, Calle Padre Cardozo 355, Asuncion, Paraguay. Refer to bid No. 155/77. Bid deadline Sept. 30.

● **3531704-12—INDIA**—2 front end loaders 1¼ cu. yd. each. Bid IDA financed. Tender docs. cost $10 plus $8 for postage & must be obtained prior to submitting offers from Superintending Engineer, P.W.D. (B&R), Gwalior Circle No. 1, Gwalior, Madhya Pradesh, India. Refer to bid No. CAD/ICB/14. Bid deadline Sept. 30.

● **3531820—INDIA**—2 motor graders. Bid IDA financed. Tender docs. cost $10 plus $8 for postage & must be obtained prior to submitting offers from Superintending Engineer, P.W.D. (B&R), Gwalior Circle No. 1, Gwalior, Madhya Pradesh, India. Refer to bid No. CAD/ICB/16. Bid deadline Sept. 30.

● **3531830—INDIA**—Six road rollers, 8-10 ton capacity each. Bid IDA financed. Tender docs. cost $10 plus $8 for postage & must be obtained prior to submitting offers. From Superintending Engineer, P.W.D. (B&R), Gwalior Circle No. 1, Gwalior, Madhya Pradesh, India. Refer to bid No. CAD/ICB/13. Bid deadline Sept. 30.

● **3531878—TURKEY**—30 each cable drawing winches—3,000-4,000 kg. cap., 0-20 to 0-40 m/min. adjustable speed, trailer-mounted, vehicle engine or independent gasoline/diesel engine driven rope winches for laying telephone cables in underground conduit pipes or open trenches. Option 3 months. Delivery period within 5 months from date of L/C transfer. Alternative tenders acceptable. Prices in terms f.o.b.-c.i.f.-c.f.-Istanbul. Payment L/C. Bidding specs. in English must be obtained from Modern Translation Bureau, Karanfil Sokak 21/4, Yenisehir, Ankara, for $12 prior to submitting offers. Checks payable to Modern Translation Bureau should accompany orders. Forward completed tender docs. direct to buyer or thru U.S. firm's rep to buyer. Completed tender docs. should not be returned to Modern Translation Bureau. Submit bids to—PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ruzgarli Sokak—Catal Han, Ulus, Ankara. Bid deadline, Sept. 29.

● **3531890—INDIA**—Two service trailers. Bid IDA financed. Tender docs. cost $10 plus $8 for postage & must be obtained prior to submitting offers from Superintending Engineer, P.W.D. (B&R), Gwalior Circle No. 1, Gwalior, Madhya Pradesh, India. Refer to bid No. CAD/ICB/17. Bid deadline Sept. 30.

Metalworking machinery

● **3541600—SINGAPORE**—Supply 2 units vertical milling machine with all necessary accessories for operation. Approx. specs.—working surface 800x200 mm.; swivel table 45 degrees either side of 0; longitudinal feeds 20-300 mm/min.; spindle nose no. 30 int. taper; spindle speeds 80-2000 rpm; swivel head 90 degrees either side of c.; drive motor 2 hp 3 phase 440v. ac. Supply 5 units horizontal milling machine with all necessary accessories for operation. Approx. specs.—working surface table 800x220 mm.; swivel table 45 degrees either side of 0; longitudinal feeds 20-300 mm/min.; spindle nose no. 30 int. taper; spindle speeds 45 to 1000 rpm; drive motor 2 hp 3 phase 440v. ac. Singapore's electricity supply is 400 v., 3 phase, 50 cycles with neutral available & 230 v., single phase, 50 cycles. Tender docs. available from Gan Kim Tong, Administrative Ass't. (supplies), Singapore Polytechnic, Dover Rd., Singapore 5. Refer to bid no. E.313/77. Bid deadline Oct. 4.

Special industrial machinery

● **3551100-1412 — INDIA** — Three state-owned Dairy Development Corp.'s in Madhya Pradesh, Rajasthan & Karnataka states will be utilizing IDA financing for procurement of dairy machinery. National Dairy Dev. Board (NDDB), is acting as technical consultant to Dairy Corp. Dairy machinery & allied items likely to be procured are: partial pasteurization tanks, cream chillers, cream balance tanks, tin reforming units, filling & seaming machines for milk powders, dust collectors, curd making equip., reconstitution devices (dumpings funnel & ventury), filling & seaming machines for clarified butter, cip tanks, bag stitching machines for casein & milk vans, refrigeration plants, coal-fired steam boiler of 2,000 kg per hour at 10.0 kg/cm2 capacities, furnace oil pumps & mobile hydraulic cranes. Bid also provides for supply propolyene glycol & erection 6 refrigeration plants. Tender docs. will be on sale until Oct. 1 for rs.200 per set. Additl. packaging & mailing charge rs.150 ($=rs.8.50). Docs must be obtained prior to submitting offers from Secretary, National Dairy Dev. Board (NDDB), Post Box no. 40, Anand, Gujarat 388 001, India. Bid deadline Oct. 14.

● **3559530, 3585100—TUNISIA**—Regie Nationale Des Tabacs (state enterprise which is monopoly mfr. & importer of tobacco) will build new cigarette factory at Kairouan. New plant will have annual cap. 300 million packs cigarettes, bringing co.'s national total to 530 million packs. Total cost project est. $42.55 million. Expected financing broken down as follows—Regie Nationale Des Tabacs $5.06 million, Tunisian Govt. $23.46 million, & remainder $14.03 million, which constitutes foreign currency costs for specialized equip., to be furnished by supplier credits or loans from intl. agencies or foreign govts. Engineering study completed by French Societe d'Exploitation Industrielle Des Tabacs et Des Allumettes (SEITA); 2 separate intl. calls for bids scheduled to be issued in Sept./Oct. 1977—(a) for specialized cigarette mfg. equip.; (b) for air-conditioning, heating & piping/pumping networks for steam, condensates, etc. Lead time for submission bids will be about 2 mos. for (a) and 1 mo. for (b). Building to house factory already under construction. Plant expected enter production sometime in 1980 with initial cap. 40 million packs. Interested U.S. firms write, in French, to address below, to specify interest & be informed directly when calls for bids are issued. M. Le President Dir. Gtpty Pux, Regie Nationale Des Tabacs Et Des Allumettes, Route De Zaghouan, Tunis.

3559589 — PAKISTAN — One automatic plant for mfr. of aluminum doors, windows, grills & other allied items, with capabilities of printing product in various color. Plant should include spare parts for 2 years & operate on 220/240 volts A.C., 3 phase. Firm is engaged in importing & indenting of construction & agricultural machinery, equip. & spare parts, ferrous & non ferrous metals, & chemicals all sorts. Imports from Australia, Japan, U.K. & Belgium. Wishes to import for sale to others. Requests C & F Karachi quotations against L/C. Quotations for assorted size & gauge (1 size 1 gauge) & for un-

assorted (mixed), should be given—separately in case of stainless, galvanized & cold rolled steel sheets. Also interested in long-term agency arrangements for all items with U.S. principals. Marketing territory all Pakistan. Claims annual sales of $1 million. Employs 10, incl. 3 salesmen & 2 tech. personnel. Reply to Gholam Serwar, Mgr. Dir., Orient Agencies, 687-C Commercial Area, Allama Iqbal Rd., P.E.C.H. Society, Karachi, Pakistan. Cable "Orientlife" Karachi, Tel. 430523.

General industrial machinery

● **3561100—NEPAL**—Supply 1,400 units pump sets having 5—7½ H.P. diesel eng. with 3″ x 2.5″ (75mm x 63mm) & 4″ x 4″ (100 mm x 100mm) pumps, plus spare parts to extent of 10% of c.i.f. Calcutta ex-factory value pump sets. Supply 154,000 meters black steel d gi. pipe having 4″ (100mm) internal dia. Supply 46,200 strainers having 4″ (100mm) dia. Supply 1,540 reflex valves. Supply 1,540 bends & 1,160 4″ & 3″ (100mm/75mm) reducers, financed through loan from Asian Dev. Bank. Complete sets tender docs. available upon payment of nonrefundable sum of Mrs. 250.00 (U.S. $20.08) per set, & must be obtained prior to submitting offers from Gen. Mgr., Agricultural Development Bank, Central Office, Kathmandu, Nepal. Refer to tender notice No. 2/295 N.E.P. Bid deadline Oct. 17.

Elec. trans., distrib. equip.

● **3612205—INDIA**—Distrib. transformers as follows—150 100-kva 11 kv/433-250 v; 900 63-kva 11 kv/433-250 v; 1,650 25-kva 11 kv/433-250 v. ACSR wire conductors as follows—300 km 80 mm ACSR; 600 km 50 mm ACSR; 7,100 km 30 mm ACSR; 5,500 km 20 mm ACSR; 2,400 km 50 mm AAC; & 14,250 km 25 mm AAC. Meters as follows—58,000 single phase, 240 v, 2 wire watt-hour meters 2.5 to 5a; 14,500 single phase, 240 v, 2 wire watt-hour meters 10a; & 5,000 three phase, 3 x 240v, 4 wire watt-hour meters 10a. 124,000 porcelain pin insulators for 11 kv high tension lines. 172,750 porcelain pin insulators for 415v/240v low tension lines, 17,750 porcelain strain insulators for 11 kv lines. 74,500 porcelain shackle insulators for 415v/240v low tension lines. Financed by IDA credit No. 572 to India. Tender docs. available for rupees 100 (about $12) obtained prior to submitting offers from Superintending Engineer, Stores & Purchase, Andhra Pradesh State Electricity Board, Vidyut Soudha, Hyderabad 500049, India. Or India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008. Refer to bid No. IDA/REC/APSEB/7/77. Bid deadline Nov. 3.

Communications equipment

● **3661200—INDIA**—Power line carrier communication equip.—teleprotection & teleprinting; 48 volt batteries/chargers; voltage regulators; diesel generators; testing instruments. For Maharashtra State's power transmission & distribution project. Total value bid Rs.47.5 million (Rs.8.80= $1). Project IDA financed. Tender specs. available for Rs.100 ea. set & must be obtained prior to submitting offers. Payment should be made by demand on any Indian bank in favor of Chief Accounts Officer, MSEB, New Kamani Chambers, 32 Nicol Rd., Ballard Estate, Bombay. Obtain bid specs. from Chief Engineers (Stores), Maharashtra State Electricity Board, (MSEB), Shree Madhu Industrial Estate, Pandurang Budhkar Marg, Worli, Bombay 400 018, India. Refer to bid No. IDA/MSEB/8. Bid deadline Oct. 20.

● **3661273—PAPUA NEW GUINEA**—Supply five 7.5 unit teleprinters with tape attachments for use in Papua New Guinea. Tenders should also incl. training dept. staff in maintenance of teleprinters if teleprinter is not type already in use in PNG. Dept. at present uses 50/75 band teleprinters mfrd. by Siemens (T100) & Sagem (electronic type SPE-5a). Est. annual requirement for 150 teleprinters for period 3 yrs., with deliveries beginning about July 1, 1978. Firms making direct bid to govt. might wish to check with Farrell Lines for possible low quote on shipping through U.S. West Coast to Lae, Papua New Guinea. Some shippers prefer transshipment via Hong Kong. Specs. & tender forms must be obtained prior to submitting offers from Chairman, Postal & Telecommunications Tenders Board, Dept. of Public Utilities, P.O. Box 171, Port Moresby, Papua New Guinea. Refer to bid No. P&T 76. Bid deadline Sept. 30.

● **3662223-24-26-30 — TRINIDAD** — Two broadcast quality color TV cameras, complete (3 tube system). 1 TV production console & accessories. Monitors. Misc. equip. for TV studio, incl. automatic editing equip. Govt. Trinidad & Tobago interested in receiving following from prospective tenderers: Duty-free prices on units offered. Make & model equip. with literature & pamphlets. Guarantee offered on units. List of parts & spares available ex-stock. Delivery period. Assurance prices will be held for min. period 60 days. Prices should be quoted in TT dollars & rate of exchange on which tendered prices are based should be indicated. Specs. available at Central Tenders Board, 48-50 Sackville St., Port of Spain & must be obtained prior to submitting offers. Inquiries on tech. matters must be addressed to Mr. Tony Deyal, Television Unit, Public Relations Div., Office of Prime Minister, Whitehall, Port of Spain, Trinidad. Local agent could be advantage.

● **3661273—SINGAPORE**—Supply & delivery one 5 kilowatts medium frequency telegraph transmitter. Transmitter required to cater for marine telegraph services from coastal station. Following specs. must be met—frequency range 400 mhz to 535 mhz. Type emission A1, A2. R. F. power output 5 kw for A1 (carrier power) & 5 kw for A2 (mean power). Type oscillation—crystal controlled. 3 channels, to be preset to following working frequencies—419.5, 500 & 516 khz. Frequency stability—better than 50x 10-6. Output impedance—300 ohms unbalanced. Spurious & harmonic radiation—less than 50 milliwatts or better—50 db. Keying speed—30 bauds or more. Keying circuit—solid state device to work on external plus or minus 80 v. keying supply. Type of modulation—power amplifier anode & screen grid modulation. Modulation frequency—800 hz plus or minus 10 percent. Tone generator—electronic device. Modulation depth—more than 80 percent. Obtain bid docs. from—Telecommunication Authority of Singapore, 4th Fl. Plaza Singapura, 68 Orchard Rd., Singapore 9. Refer to tender no. PT/98/77(Y). Bid deadline Oct. 14.

● **3662100—SINGAPORE**—Supply & delivery five 10 kilowatts peak envelope power independent side band transmitter (synthesized type). Transmitter required to cater for radio telephone & radio telegraphy. Following tech. specs. must be met. Frequency increments of synthesizer to be such that frequency radiated by transmitter can be adjusted in steps of 100 hz. Frequency range 2 mhz to 30 mhz. Frequency stability; equal to or better than plus or minus 1 part in 10 (8th power). Emission transmitter to be capable of radiating type a3a. a3j (usb/lsb), a3b (isb), a3h (compatible am). Carrier suppression; selection of 26 db, —16 db & suppressed (—50 db) should be provided. Transmitter should have peak envelope power 10 kw & 5 kw average. Output circuit of transmitter should be 50 ohms unbalanced. Output v.s.w.r. at full power should be better than 2.1. Meter to be provided to indicate forward & reflected power. Spurious & harmonic emission; less than 50 milliwatts relative to full power. Hum level better than —55 db relative to full power. Intermodulation distortion not less than —36 db on standard 2 tone test. Automatic tuning time should not exceed 10 to 15 seconds. Transmitter should be able to operate on 380 to 440 v. a.c., 3 phase 50 hz 4 wire system. 1 wide band balun transformer having 50 ohms unbalanced/600 ohms balanced required. 20 meter 50 ohms coaxial cable suitable for transmitter, with connectors (2 nos) to terminate this coaxial cable at transmitter & at balun transformer required. Tender docs available from Douglas W. H. Ting, below address, upon payment of S$1,000 (approx. U.S. $400) deposit. Docs must be obtained prior to submitting offers, from —Head, Purchasing, Radio & Transmission Dept., Telecommunication Auth. of Singapore, 4th Fl. Plaza Singapura, 68 Orchard Rd., Singapore 9. Refer to tender no. PT/99/77 (Y).

● **3662540—MALAYSIA**—1) Supply wind finding radar system. Requirement for pulse radar, operating on 3cm wavelength within meteorological x-band, for automatic tracking of balloon-borne reflectors to enable upper wind velocity & speed to be determined up to heights of 25km or more & max. slant range of 150 km. System should be fully tropicalized. 2) Supply storm warning radar system. Requirement for high performance 10 cm radar designed for analysis & detection of precipitation echoes & quantitative measurement of prescription over desired area. Tender deposit (refundable) amounting to 2½ percent total amount of tender subject to max. of M$10,000 (US$1=approx. M$2.44) must accompany tender. Tender deposit should be in form of banker's draft or bank guarantee from banks estab. in Malaysia. Obtain form from—Dir. Gen., Malaysian Meteorological Ser., Jalan Sultan. Petaling Jaya, Selangor, Malaysia. Bid deadline Oct. 11.

● **3662100, 9912900—ALGERIA**—Supply multiplex equip. for several telecommunication centers in Algeria; equip. to be transistorized & for 12-way terminals, secondary & primary group modulation & transfer. Supply, installation & starting-up of modulation transmission equipments to be by pulses & coding. Algerian beams on general telecommunication network; CCITT, normes 2 or 4 wires working type, bipolar & code HDB3 signal type, use of direct current 48 v. power required. Tender docs. in French & blueprint cost 100 da ($24.52) for each item & must be obtained prior to submitting offers. Offer must be in 5 copies in French, c.i.f. Algiers, incl. tech. literature in French, guarantee 2 yrs., & remain valid 90 days past bid deadline. Corres. in French required; all specs. metric. Obtain bid docs. from Monsieur le Directeur des Equipments des Telecommunications, Bureau des Marches no. 828, Min. des Postes et Telecommunications, 4, Blvd. Salah Bouakouir, Algiers.

Cable GENTEL ALGER; tx 52020. Bid deadline Sept. 29.

Aircraft, parts

● 3721123—TURKEY—9 ea. military helicopters—multi-purpose, fully equipped for ASW (Main), ASM, troop transport, cargo transport, search & rescue, tactical reconnaissance & patrol, mine search & sweep, ship tow services. Payload cap.—min. 7,000 lbs. at max. take-off weight—range—300 mn; service ceiling—10,000 ft.; cruise speed—100 knot (5,000 ft.); airborne time —3 hrs. Option—min. 6 months. Delivery period—to be quoted in tenders. Shorter deliveries preferable, within max. 3 yrs. Alternative tenders acceptable. Prices—in terms fob-sea/air-port. Payment—L/C. Bidding specs. in English must be obtained from Modern Translation Bureau, Karanfil Sokak 21/4, Yenisehir, Ankara, for $9 prior to submitting offers. Checks payable to Modern Translation Bureau should accompany orders. U.S. firms forward completed tender docs. direct to buyer or thru U.S. firm's rep. to buyer. Completed tender docs. should not be returned to Modern Translation Bureau. Refer to 6048.2-0349-77/TED. D. HV. SLH. MUH. S. Submit bids to Milli Savunma Bakanligi, Tedarik Dairesi Baskanligi, Ankara, Turkey, by Oct. 11 deadline.

Ship building, repairing

● 3731161—MALAYSIA—Construction & delivery one 35 meter o.a. self-propelled cutter suction dredger with suction pipe mounted at stern. Further details & technical specs. must be obtained prior to submitting offers from—Dir. Marine, Peninsular Malaysia, Port Kelany, P.O. Box 12, Selangor. Bid deadline Oct. 29.

Railroad equipment

● 3743140-71, 3743313-21—EGYPT—Supply, delivery, testing & putting into service 14 urban electric passenger trains (trams) with parts & access. needed for 5 yrs. Cap. each train (sitting & standing) to be 700 passengers. Cars should have exits at both ends & at middle, on both sides; should be capable being used as 3-unit trains, operated from either end, with sliding-type doors. Ventilation should suit Egyptian weather. Total length of car 17.00 meter, width between 2.60 & 2.70 m. Height of car (rail to top of roof) 3.25 m., height of fl. to ceiling not less than 2.25 m., track gauge 1.435 m., max. safe speed fully loaded car not less than 65 km/h. Payment will be against credit facilities detailed as follows—20 percent to total prices f.o.b. on delivery & balance in equal annual installments for 5 yrs. or more. Tender docs. must be purchased by payment of le 25 (US$35.70) per copy prior to submitting offers from Alexandria Passenger Transport Authority, Gen. Mgr. Purchasing Dept., 16, Saad Zaghloul Sq., Alexandria, Egypt. Refer to tender no. 172/77. Bid deadline Oct. 10.

Instruments for measurement, analysis and control

● 3823000, 3811200, 2521000, 3651500—EGYPT — Supply equip. & instruments needed for electronic, electrical, mechanical, automotive, textiles laboratories & workshops. Supply equip. & instruments needed for chemistry, physics, biology, dairy, & food technology laboratories. Supply office equip. Supply equip. & instruments needed for audio-visual facilities & language laboratories. Above equip. needed for development preparatory, secondary, & technical education in Egypt. Tender docs. available on payment of le. 30 (US$42.84) per copy & must be obtained prior to submitting offers. Registration fees of le 20 (US$28.56) will be paid also in advance. Financed by Intl. Dev. Assoc. of IBRD. Obtain bid docs from—Ministry of Education, Gen. Dept. of Technical Equip., Mogama El Tahrir Bldg., Cairo. Bid deadline Oct. 30.

Manufacturing industries

● 3999100, 3569961 — IRAN — 1000 sets CO2 gas fire extinguisher capsules model 10 lb or 6kg. 800 sets dry powder & compressed air extinguisher capsules with manometer model, 20lb or 12kg. 700 sets dry powder & compressed air extinguisher capsules with manometer model 10lb or 6kg. 100 sets water & air fire extinguisher capsules model 10 liter. C&F delivery to Khorramshahr, Bandar Shahpour, Iranian Djulfa, Tehran Customs or T.C.I. store located Aramgah Ave., Tehran, & in accor with specs. attached with draft contract & tender conditions. Prospective applicants should pay Rls. 1000 (docs. fee) to account No. 90018 of Bank Melli Iran Farsh Br., & receive tender docs. which consist of transaction conditions, draft contract & tech. specs., sign them & attach them to their application, & hand it to Secretariate of Transactions Committee of T.C.I. in 3 envelopes A, B, & C, as described in transaction conditions at said address against receipt. Tenderers or their authorized reps., holding identity certificate, may attend tender committee. Telecommunications Co. or Iran entitled reject 1 or all bids received. Obtain bid docs. from Telecommunication Co. of Iran, Koorosh Kabir Ave., Bissim Pahlavi Tehran, Iran. Cable IRTELCO or INTERTEL Tehran; Telex 2799 TCI TN. Refer to bid No. 36/45. Bid deadline Oct. 11.

Scrap materials

5093—PAKISTAN—Rubber scrap of bus, car & aircraft tires & tubes & tire flappers. Quantity about 1000 tons. Importer & sales indent agent of rubber scrap. Imports from Japan, U.K. & Romania. Wishes to import for sale to others. Requests c. & f. Karachi quotations against L/C. Claims annual sale of $120,000. Employs 4 incl. 2 salesmen. Reply to—Shameem Ahmed, Mng. Partner, Shanila Enterprises, G.R.W. 63/1/5, Nishtar Rd., Near Fatima Jinnah Girls School, Karachi. Cable: TYERIMP Karachi; tel.: 72552.

Antiques, secondhand stores

5930—SIERRA LEONE—Used clothing. Estimated value for good quality used clothing $50,000. Firm estab. 1926. Employs 10. Main line of business is used clothing. Firm is reputable & honors financial obligations promptly. Desire to expand has prompted firm to request additional names & addresses of firms in the used clothing business. Reply to Mr. Hassan Shamel, Dir., Hassan Shamel & Sons, 16 Little East St., Freetown, Sierra Leone, W. Africa. Tel. 22054.

Construction

● 9910502—EGYPT—Design, supply of equip., supervision of construction, start-up & testing of sulphuric acid & "oleum 65%" plant. Plant will be built for Abou-Zaabal Co. for fertilizers & chemicals. Tender docs. must be picked up by interested parties, or, upon request, will be mailed, prior to submitting offers. Each request must be accompanied by banker's check or bank transfer through Central Bank of Egypt for 100 lbs. sterling, or equivalent, for each copy. Offers must be accompanied by provisional deposit of $U.S. 300,000 or equivalent in other hard currency. Offers must be submitted through registered commercial agent, public sector or private. Obtain bid docs. from Gen. Organization for Industrialization, 6 Khalil Agha St., Garden City, Cairo, Egypt. Refer to tender No. 9/77. Bid deadline Dec. 14.

● 9910700—EGYPT—Complete equip. for mfg. soaps & detergents; complete equip. for mfg. edible oils, fats, & margarines. Supply, supervision, installation & effective operation of 11 production lines required by oils & soap companies. Tender docs. containing specs. must be handed in person or mailed upon request, prior to submitting offers. All offers must be accompanied by banker's check or bank transfer through Central Bank of Egypt with total value of 100 lbs. sterling per copy incl. mailing charges. All offers must be submitted to authority through one of commercial public sector companies or one of registered commercial agents. All offers must also be accompanied by a provisional deposit of $U.S. 265,000 or other hard currency. Obtain bid docs. from Gen. Organization for Industrialization, 6 Khalil Agha St., Garden City, Cairo, Egypt. Refer to tender No. 7/77. Bid deadline Nov. 13.

● 9911207—ZAMBIA—Civil works contractors invited apply for prequalification docs for intl. tenders to be published during periods Jan. 1978 & June-Dec. 1978. Tenders will be for projects involving construction 20 farmer training centers, 8 farm institutes & other educational projects. All projects will be financed with funds from IBRD loan 1356ZA. Applications should be addressed to—W. D. Musonda, Project Dir., Zambia World Bank Education Project Unit III, P. O. Box RW 367, Lusaka. Refer to ref. 3156/WB/IMP/44. Applic. deadline Oct. 20.

● 9911212—MEXICO—Call to qualify to bid on various projects. Invitations to bid to construct various parts of projects will commence Jan. 1978 & be carried out over 15-month period. Construction will take place between April 1978 & June 1980, financed by IBRD contract no. 1420-me (42 million) & national funds. Loreto project—tourist zone—48,000 meter high & low tension aerial electricity distribution network; 10,500 m. potable water distrib. system; 13,700 m. sewerage collection system; 50,000 cu. m. sewerage treatment pond with sand borders; 130,000 sq. m. paved roads; 40 hectares environmental sanitation; 30 hectare golf course (sand & grass); 4,200 sq. m. covered structures for tourist purposes & 17,800 sq. m. parking areas, plazas & gardens; 12,500 sq. m. double A hotel; 1,750 sq. m. dock with covered areas & parking. Urban zone—37,000 m. high & low tension aerial electricity distrib. network; 41,000 m. potable water distrib. system; 47,000 m. sewerage system; 80,000 cu. m. sewerage treatment pond; 139,000 sq. m. paved roads; basic surfaces infrastructure for 500 lot subdivision; environmental sanitation—70 hectares; 1,800 sq. m. covered structures; 4,700 sq. m. parking, plazas & gardens. San Jose Del Cabo project—28,000 m. high & low tension aerial electricity distrib. network; 23,800 m. potable water distrib. system; 14,000 m. sewerage collection system; 50,000 cu. m. sewerage treatment pond with sand borders; dredging & channel construction—30,000 cu. m.; 1,750 sq. m. dock with covered areas & parking; 200,000 sq. m. paved road; environmental sanitation—80 hectares; 4,100 sq. m. covered structures for tourist & urban purposes & 8,800 sq. m. parking areas, plazas

& gardens; 12,500 sq. m. double A hotel. Instructions for qualifying must be obtained prior to submitting offers. Call to qualify for registry with no definite deadline. Interested companies, however, should act quickly. Tel. (905) 585-5044 or 585-3044; telex c/o NACIONAL FINANCIERA—017-72-654; 017-75-629; 017-75-765; 017-71-069; 017-72-538 & 017-75-752. Obtain instructions from—Emma Gutierrez, Fondo Nacional de Fomento al Turismo (FONATUR), Isabel la Catolica 24, 4 Piso Mexico 1, D. F.

● **9912100-2200-2300-2600—MALAYSIA**—Tenders invited from reputable mfrs. or agents for system design, supply, installation, training & commissioning of service proven equip. in turn key project to meet operational & tech. requirements of mf & hf coast station equip. for ship-to-shore communications. Equip. shall be supplied to provide following telecommunications services to ships on mf & hf bands— (a) distress & alarm watch on intl. frequencies for radiotelegraphy & radiotelephony, & handling distress calls & alarms; (b) all Morse telegraphy; (c) radio telephony services from coast station operator to ship; (d) narrow band direct printing telegraph for manual telex connections to land telex subscribers & for transmission telegrams; (e) manual connection of ship subscriber to telephone exchange for communication with land-based tel. subscribers; (f) transmission meteorological warnings & other alarms; (g) data transmission & facsimile services; (h) other services offered by coast station of first category. Bid docs. must be obtained on payment of documentation fee of M$50. (US$1=approx. M$2.45) prior to submitting offers from Dir.-Gen. Telecoms, Telecommunications Hqs., (Bahagian Radio am-ob), Bukit Mahkamah, Kuala Lumpur 05-01. Bid deadline Nov. 1.

● **9912900—JORDAN**—Bids invited for provision of standard "A" earth station (on turn key basis) & modification of existing Baqa earth station in accordance with bid docs. Bid docs. consist of 2 volumes; vol. 1—notice & instructions to bidders, gen. conditions of contract; vol. 2—specs. & scope of work. Bid docs. must be obtained for non-reimbursable price of jd. 100 ($1=jd 0.330) prior to submitting offers. All bidders required to post bid bond of jd. 100,000. Obtain bid docs. from Secretary of Tender Committee, Telecommunications Corp., Jabal Amman/Third Circle, P.O. Box 1689, Amman. Tx 1221; cable JORTEL, AMMAN. Refer to bid no. ICC no. 8/77. Bid deadline Oct. 31.

9913203 — ECUADOR — Galo Baste of Guayaquil firm La Llave S.A. seeks U.S. firms interested in turnkey quote on a complete instant coffee plant capable of producing 400 kilo/hr. Scale of project is from point of receiving coffee beans to be roasted until filling of glass or tin containers. La Llave client has requested them to submit quotes from U.S. suppliers. According to Mr. Baste, client is well known and has necessary financial resources. Mr. Baste is now obtaining copy of feasibility study and plant specifications. Interested U.S. firms should contact ASAP Janice Philbrick, U.S. Dept. of Commerce, Tel: 202-377-4146.

9913208, 3551320—YUGOSLAVIA—Investor desires explore joint venture possibilities with interested U.S. firms on following projects. Seeking credit from U.S. commercial banks and/or Eximbank. A. Complete factory for dehydrating fruits & vegetables & transforming them into instant powders. Cap. about 30,000 tons (12,000 fruits & 18,000 vegetables). Final product 2,200 tons instant powders for following uses—30 percent for further processing into baby food, soups, spices, candy, ice cream etc.; 25 percent for sale to other food processors; 45 percent for export. Total value $11.2 million, of which $4.8 million foreign content ($3 million by 1979 & $1.8 million by 1980). Expected return on total investment 35 percent. B. Baby food plant, 3,000 tons cap. (jellies, apple & tomato purees, processed mushrooms, juices & candied fruit). Total investment about $3.5 million, of which equip. $1.9 million. Expected completion in 1979. Expected sales about $5.8 million with after-tax income $552,000. C. Fruit juices plant expansion from present cap. 8,500 tons to 24,700 tons by 1980. Fruits & fruit concentrates needed for production of juices produced by other investor's div. Total investment about $9.2 million, of which $2.2 million foreign content. D. Complete technology & equip. for processing plums into prunes, compots, juices, alcoholic drinks & marmelade. Investor now harvests about 40,000 tons plums. No more detailed specs. available. Specs. may be drawn later to fit offered technology. Write to—Sluzba Za Zajednicke Poslove, Aipk Bosanska Krajina, PP 40, 78001 Banja Luka, Yugoslavia. Refer to bid no. 530—FRUKTONA.

● **9913209—LIBYA**—Supply & installation on turnkey basis of milk & dairy production plant. Financed by Libyan govt. through Libyan commercial bank. Tender docs. & specs. must be obtained from below address upon payment of Ld 50 ($170) prior to submitting offers. Offers must be accompanied by initial guarantee of 2 percent of value of bid. Obtain bid docs. from Gen. Corp. for Industrialization, Sanaa St., P.O. Box 4388, Tripoli. Telex 20099. Refer to bid no. 10/77. Bid deadline Oct. 10.

● **9913399—ALGERIA** — Construction of turnkey plant for producing synthetic & natural leather shoes at Frenda (W. Algeria). Tender docs. in French cost 200 Da ($48.76) & must be obtained from address below prior to submitting offers. Postmark acceptable for meeting deadline. Offers & corres. in French required; all specs. metric. Obtain bid docs. from Direction des Etudes, Sonipec, 100, rue de Tripoli, Hussein-Dey, Algiers, Algeria. Cable—Tal Alger: TLX 52832 & 52068. Bid deadline Nov. 20.

● **9915109—ARGENTINA**—Design & construction water supply lines, using prestressed concrete pipes in various sizes ranging from 0.7 to 1.8 meters in dia. Argentine Govt. will call for bids for construction of water supply system, over 1,000 km long. Total cost est. over $600 million. Desaci, large construction co. specializing in hydroelectric & hydraulic projects, seeks association with U.S. construction co. with experience in this type of construction. Write or call—Ing. A. R. Lozano, Commercial Mgr., Desaci, S.A., Viamonte 1145, 1053 Buenos Aires. Cable—DESACI-BAIRES; Tel. 49-7611. No bid deadline stated.

● **9915109—TUNISIA**—Following are 4 potable water supply projects to be carried out under Tunisia's 5th development plan (1977-81) by Sonede, water exploitation & distrib. co. under Tunisian Min. of Agritulture. 1) Water supply for Bizerte & Menzel Bourguiba intended supply water needs of these 2 n. cities up to yr. 2,000. Works consist of supply & installation 20 km. pipeline 1 meter in dia., 20 km. 80 centimeter pipe for Bizerte, & filtration station 400 liters/second cap. for Menzel Bourguiba. Total cost est. $24 million. Preliminary study will be undertaken in 1978-79. No engineering companies have yet been contacted. Sonede will look to foreign sources such as Kuwaiti Fund or Saudi Dev. Fund for financing. Engineering firms should write, in French, to Sonede Dir. Studies & inform him of their services & interest in projects. 2) Master plan for water distrib. for greater Tunis & certain cities in N. Tunisia. Sonede prepared long-term master plan for water distrib. in greater Tunis, Nabeul, Beja, Jendouba, etc., in order to increase cap. network major trunk lines; improve & adapt water distrib. network; increase no. & capacities water distrib. reservoirs. Cost $97.5 million, of which $50.6 million to be spent over 5 yr. period (1977-81). Foreign currency portion to be financed by Kuwaiti Fund. Engineering studies completed by French firm Sogreah of Grenoble. Intl. call for bids to be issued in Sept./Oct. 1977 for supply & installation equip. for project. 3) Water supply for Sahel & Cap Bon areas. Total potable water resources now available in Cap Bon peninsula (n.e. Tunis) & Sahel (coastal area around town of Sousse, about 90 miles s.e. Tunis) should cover needs until 1981. Sonede project is to use new resources that will be made available by canal bringing water to Cap Bon from Medjerda, Tunisia's principal river, to meet steady increasing needs these 2 areas until turn of century. Project consists of supplying & laying 100 km. pipeline, installing pumping stations & water treatment station 1.5 cu. meter/sec. cap. Total cost project est. $73.6 million, to be expended over 5 yrs. period (1977-81) & financed by Saudi Dev. Fund. Feasibility study completed by French engineering firm Sogreah of Grenoble. Preliminary design of works under way & int'l. call for bids to be issued by end 1977. 4) Water supply for Tunis area & Cap Bon. To meet growing needs of capital & Cap Bon areas to yr. 2000, addl. resources will have to be made available from n. water complex. Project will be implemented in several phases as dams are built in n. Tunisia. Total cost project est. $80 million. IBRD has agreed in principle to project. Feasibility study completed by French engineering firm Coyne et Bellier of Paris. Preliminary design works under way. Int'l. call for bids to be issued at end 1977/early 1978. Visiting businessmen who desire more detailed info. on any of 4 projects above should contact Abdelaziz Marzouk, Directeur Des Etudes, below address, tel—259.356. Corres., in French, should be addressed Mr. Le Directeur Generale De La Sonede, 23 Rue Dr. Braguehaye, Montfleury Superieur, Tunis.

● **9916102—NEPAL**—Invitation to prequalify to bid for repair & strengthening Tribhuvan Intl. Airport, Kathmandu. Works consists mainly of following—repair or reconstruct failed areas in main runway & taxiway serving terminal & maintenance aprons. Area repair & reconstruction approx. 12,000 sq. meter. Strengthen 135,000 sq. meters aircraft pavement area by construction of asphaltic concrete overlay requiring about 38,000 tons asphaltic concrete. Reshape approx. area 30,000 sq. meters runway & taxiway graded strips to match levels on strengthened pavements by importing suitable fill material from borrow pits. Construction pavement base drains & reconstruction certain drainage structures. Construction ducts existing pavement & drainage structure for future cable runs. Raise elevated edge lights on main runway to suit levels of strengthened pavements. Paint runway & taxiway markings. Foreign exchange cost project will be financed under loan

from consortium led by Acres, of Canada. Tender docs. for project scheduled to be dispatched to prequalified contractors in Dec. 1977. Work scheduled commence in Sept. 1978. Interested U.S. contractors must obtain prequalification questionnaires free from address below prior to submitting offers. Preq. deadline Sept. 30. Dir. Gen. of Civil Aviation, Dept. Civil Aviation, Babar Mahal, Kathmandu.

● **9916204 — HONG KONG** — Govt. approved extension of mass transit railway from Prince Edward Station in Mongkok to Tsun Wan. Extension measures 10.75 km; will incl. 11 stations. Extension est. cost $890 million, of which $261 million to offset effects of inflation. Mass Transit Railway Corp. (MTR), govt. corp., hopes obtain foreign export credits totalling $445.7 million. MTR plans issue bonds for $222.8 million. Remainder to be financed through medium-term loans from bank syndicates. Call for tenders will be during 1st half of 1978. Construction will commence mid-1978 & finish late 1982. Multicontract system will be used, as with modified initial system. Right to tender will not be restricted to current MTR contractors. Potential U.S. sales are in areas of—engineering & construction services, electrical & mechanical engineering, environmental control system, escalators & elevators, automatic fare collection equip., station & tunnel auxiliary equip. Contact A. R. Cotton, Dir. Operation, Hong Kong Mass Transit Railway Auth., 18th & 19th fls., Hutchison House, Harcourt Rd., Hong Kong.

● **9916300—BENIN**—Govt. invites firms to be preselected to bid for reconstruction & expansion existing port facilities. Est. value total project $41 million. Project financed by Intl. Dev. Assoc., BADEA (Arab Bank for Economic Dev. Africa), CCCF (Caisse Centrale de Cooperation Economique—France), DICA, FAC (France), Norwegian Govt., Abu Dhabi Fund for Economic Dev. Engineering, economic, & financial studies have been financed by IDA project preparation facility. Project divided into 6 lots—(1) construction of wharfs; (2) dredging & embankments; (3) destruction present principal breakwater & construction sand-block spike (EPI Darret Des Sables); (4) preparation earth platforms; (5) construction warehouses; (6) electricity. Abu Dhabi fund & BADEA will finance separately 1 or 2 lots. Contracts for such lots will be according to Abu Dhabi or BADEA regulations. IDA standards will cover contracts for remaining lots. Separation of lots will be announced when call for tender officially made. Companies wishing qualify under preselection procedures should send registered letter in French to below address. Preselection dossier can be requested from same office or from Bureau Central D'Etudes Pour Les Equipments D'Ourte-Mer (B.C.E.O.M.) 15 Square Max Hymans, Paris 15. Tel 566-93-39. Obtain dossier from—Monsieur Le Directeau, Du Port Autonome De Cotonou, B. P. 927, Cotonou, Benin.

● **9916400—LIBYA**—Construction of 150 km road from Waddan to Zella. Financed by Libyan Govt. through Libyan commercial bank. Tender docs. & specs. must be obtained upon payment of LD 200 ($680) & from below address prior to submitting offers. Offers must be accompanied by initial guarantee of LD 150,000 ($510,000). All tenderers must be registered by Secretariat of Housing in contractors register. Registration can be effected within 2 days. Obtain bid docs from—Roads & Railways Dept., Secretariat of Communications, Assaydi St., Tripoli. Bid deadline Dec. 8.

● **9916400—GUATEMALA**—Ministry of Finance has announced call for bids for following 2 road construction projects—CA. 2-Malacatan—San Marcos-San Rafael Pie De La Cuesta—26 kms. & San Marcos-San Rafael Pie De La Cuesta—26 kms. Project consists of terracing, lesser drainage, paving & traffic signs for both programs & construction 6 culverts & 5 bridges for 41 km. road. All info., regulation, bid docs. & plans available at dept. of Tech. Div., Guatemalan Highway Bureau. Offers will only be accepted from previously prequalified construction firms, either individual or joint venture, from Guatemala & member countries of Interamerican Dev. Bank. All firms must be inscribed in prequalification register of Highway Bureau up to 20 working days before opening bids. Construction firms may present offers based on fixed unit prices, as follows. Total execution of both projects—terracing drainage, paving & traffic signs (incl. structures). Execution both projects—terracing, drainage, paving & traffic signs (excluding structures). Total execution project CA. 2-Malacatan-San Rafael Pie De La Cuesta—El Tumbador—terracing, drainage, paving, traffic signs & structures. Execution project CA. 2—Malacatan—San Rafael Pie De La Cuesta-El Tumbador—terracing, drainage, paving & traffic signs (excluding structures). Execution project San Marcos-San Rafael Pie De La Cuesta—terracing, drainage, paving & traffic signs (this project doesn't have structures). Execution 6 culverts & 5 bridges. All offers must be presented in Spanish. Partially financed by IDB. Submit bids to Departamento De Bienes Del Estado Y, Licitaciones Edificio Del Min. De Finanzas, Nivel 13, 8A. Avenida Y 21 Calle, Zona 1, Guatemala City. Refer to bid no. 48-77. Bid deadline Oct. 7.

● **9917205, 3824222-24, 3662631 — YUGOSLAVIA**—Design, equip. supply & construction central remote control & distribution system for natural gas in Zagreb (420 to 470 megacycles). Bid should also incl. programming, installation & personnel training. Specify participation of third firms, if any. Tender docs. in English available against payment of US$100 to Kreditna Banka, Zagreb, account 3096-000-593, must be obtained prior to submitting offers from Sektor Inzinjering-Distribucija, Elektroopskrba, Frankopanska 11, 41000 Zagreb. Refer to sl. list 37. Bid deadline Sept. 30.

● **9917302-03—UNITED ARAB EMIRATES**—Govt. of Abu Dhabi, sewerage projects committee, contract no. 119, no. area sewerage—phase I. Tenders invited for execution following works on Abu Dhabi Island—construction sub-structures & super-structure of 2 pumping stations, PS2/1 & PH2/2, & associated site works; construction approx. 5.5 km. trunk foul sewer using G.R.P. pipes of diameters from 600mm to 1,400mm; construction approx. 20km vitrified clap subsidiary, lateral four sewers & house connections ranging in dia. from 100mm to 400mm; construction manholes, chambers & other structures associated with sewers & pumping stations; provision all materials; provision all machinery & electrical equip. in pumping stations; reinstatement all surface disturbed or damaged as result of construction and/or maintenance of works; testing & commissioning all new works; maintenance works for period of 365 days. Works located in sectors E4, E6, E8, E9, E18, E19, E20, & E22 on n. part of Abu Dhabi Island. Tender docs. must be purchased by suitable firms or their agents from Sewerage Projects Committee, P.O. Box 3487, Abu Dhabi, on payment of DH 5,000 prior to submitting offers. Tenders should be deposited at offices of Sewerage Projects Committee. Financed from Abu Dhabi Development Budget. Tender docs. must be obtained from below address for non-refundable fee of 500DH ($1=3.90 DH) prior to submitting offers. Obtain docs. from Sewerage Projects Committee, P.O. Box 3487, Abu Dhabi. Refer to contract no. 119. Bid deadline Oct. 3.

● **9918201 — ALGERIA** — Prequalification to supply & ihstall between 60 & 100 carrier current lines for transmission back-up for telephonic & telemetric transmissions on existing HF high tension lines. Tender doc. will be delivered only to selected firms from address below. Offer & corres. in French required; all specs. metric. Interested firms must obtain prequalification docs. prior to submitting offers, from—Service Engineering Telecommunications, Sonelgaz 2, Blvd. Salah Bouakouir, Algiers. Cable SONEG DG ALGER; tx 52898. Refer to bid no. 3-KDT. Reply ASAP.

Consultancy & services

● **9921112, 3573200-3300 — ALGERIA** — Supply data processing equip. (computer) for data processing & research center. Tender docs. cost 200 DA ($48.72) & must be obtained from address below prior to submitting offers. Offer to remain valid 90 days past bid deadline. Offer & corres. in French required; all specs. metric. Obtain bid docs. from—Direction De La Normal Isation Et De La Reglementation, Commissariat National A L'Informatique, Route Nationale No. 5 Cinq Maisons, El Harrach, Algiers. Refer to bid no. 15-77. Bid deadline Sept. 29.

● **9921199, 9912900, 9922199 — PAKISTAN**—Consultancy services for system, design, planning, tech specs. & preparation bid docs. for Pakistan Railways telecommunication network project involving microwave backbone, vhf & uhf systems, etc., for approx. 2,020 km. Engineers Intl. (EI) wishes collaborate with interested U.S. bidder on project & requests following info. from would be partner—manmonth cost for U.S. engineer(s) to be provided; travel & living expenses & any other charges. U.S. partner should be able to prove experience in railway communication projects with credentials from natl. or similar railroad of country. Entire consultancy services to be completed within 6 calendar months from date of award of contract. Cable—Imtiaz Ali Qizilbash, Mng. Dir., Engineers International Ltd., 73 Ahmed Park, New Garden Town, Lahore. Tel. 353433.

● **9922109 — MOROCCO** — Drawing up of maps & surveying lot boundaries prior to redistribution of non-registered lands in sectors r.1, r.3, z.1, & r.5 of 1st phase of irrigation project in central Haouz, involving area of approx. 15,125 hectares. Financed by Moroccan central govt. investment budget. Bid bond dh 40,000 (approx. US$8,900). Firms interested must obtain specs. & bidding file from below address against payment of dh 60 (approx. US$13.50) plus postage prior to submitting offers. Strongly advise bid submission French language. Refer to Remembrement Premiere Tranche. Obtain

specs. from—Monsieur Le Directeur, Office Regional De Mise En Valeur, Agricole Du Haouz, O.R.M.V.A.H. — BUR. Des. Marches, Ave. Hassan II—B.P. No. 22, Marrakech, Morocco. Bid deadline Nov. 8.

● **9922199, 9923299—EGYPT**—Offers requested for conducting studies on side effects of construction of High Dam on Nile River at Aswan. Tender docs. must be purchased from below address by payment of le. 50 (US $71.43) per copy prior to submitting offers. Required studies shall deal with flow of Nile River, effects of erosion on its banks as well as on existing dams & barrages extending from Aswan to delta. Studies shall also incl. relevant work such as aerial photography & preparation of topographic docs. Tenderers must deal through authorized agent in Egypt from public or private sector. Tenders submitted must be remain valid until end of Nov. Payment to tenderers shall be in U.S. dollars. Bid deadline Oct. 1. Obtain bid docs from—Ministry of Irrigation, Water Research Center, Research Institute for High Dam Side Effects, 1, Safia Zaghloul St., Dawawin, Cairo.

● **9922204—PERU** — Consulting services for integral restructuring of Electrolima's logistics system. Work will be developed in 3 stages, as follows: 1st stage—study of current supply system; 2nd stage—detailed design of new systems & procedures & excution of small pilot project; 3rd stage—implementation of complete materials procurement system. Bid docs. cost 1,500 soles (approx. $18.55) & must be obtained prior to submitting offers. Obtain bid docs. from Luis Tapia, Asst. Mgr., Electrolima, P.O. Box 1384, Conde de Superunda 261, Of. 316, Lima 1, Peru. TLX light 3540057; tel. 814141. Bid deadline Oct. 21.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Textile goods

2293000—GREECE—Direct sale or representation for padding & upholstery filling. Client particularly interested in batting & padding made from manmade fibers, for apparel. Est. annual imports 20,000 meters of above material. Firm operates as agent, importer & distr. of paddings & linings. Imports mainly from Poland. Interested in direct import and/or rep. of above items. WTDR on request. Reply to—George Moustakis, Zaragas O.E., 2 Mnisikleous St., Athens 117. Tel. 3230958—3228113.

Fur goods

2387113-213, 2323025-029—AUSTRALIA—Firm seeks to act as distributor for women's and children's belts—leather and other materials; and men's ties—silk and rayon or acetate. Small importer/distrib. of costume jewelry and women's clothing. Reply to Mrs. Simon Warrender, 2 Tower Rd., Toorak, Vic. 3142.

Wood products

2499498 — NETHERLANDS — Cork wall covering. Establ. 1920, staff 40, auth. capital fls. 500,000, paid in fls. 244,000, annual sales fls. 6,000,000. Banks, Amro Bank NV, Zwolle. Recommend initial transactions on secured basis. Reply to—P. Van Lente, Mgr., J.B. Van Lente & Zn. BV, P.O. Box 21, Langestraat 146, Genemuiden, Netherlands. Telex 42554; tel. 05208/1252.

Converted paper, board products

2649300—HONG KONG—Large Dutch-owned trading firm in Hong Kong is interested in agency handling wall coverings. Finan. ref. satisfactory. WTDR 1/77. Contact: J. D. Lee, Product Mgr., Hagemeyer (Far East), Ltd., Eldex Industrial Bldg., 11th Floor, Block C, 21 Matauwei Rd., Hunghom, Kowloon, Hong Kong. Cable HAGEMEYER; Tel. 3-659131.

Newspapers; publishing & printing

2711100—NETHERLANDS—Interested in excl. agency and/or distrib. for daily & Sunday newspapers. Estab. 1973, staff of 32. Auth. capital 500,000 florins, paid-in 100,000, annual sales 10,000,000 florins. Bankers: Algemene Bank Nederland NV, Merckenburg 3, Amsterdam. Firm is subsidiary of BV Verenigde Lektuurbedrijven VLB, Amsterdam. Moderate open acct. trading warranted. Reply to Mr. J. H. A. Heymans, Mgr., Van Glederen Import BV, P.O. Box 826, Isolatorweg 17, Amsterdam. Cable: GELNEWS; Telex 13467; tel. 020/822957.

Chemical products

2899498 — JAPAN — Food additives, pancreatin & kallirein. Buyer is medium-sized importer/exporter of chemicals & food additives. Capital $1.5 million & annual sales $25 million. Ref.—Sanwa Bank, Osaka Head Office. Buyer requests product literatures & specs. Reply to—H. Sugimura, Osaka Chemicals Dept., Chugai Boyeki Co., Ltd., Ehime Building, 2-5 Kawara-Machi, Higashi-Ku, Osaka 541, Tel 06-2065204; tx J63834 CBCOY.

Plastic products

3079078, 3423298—UNITED KINGDOM—Firm seeks representation for plastic products & garden hand tools for garden supply trade, as part of wide range of merchandise for sale through such outlets. Firm's division is currently involved predominantly in supplying fertilizer for container-grown trees & shrubs and wishes to expand. Estab. 1966, it operates as importer & distrib. of agric. machinery, is subsidiary of Opico (Oppenheimer Intercontinental Corp.) of Mobile, Ala. Ref.: Natl. Westminster Bank, Ltd., Spalding, Lincs. Reply to Leslie K. Lane, Sales Mgr., Horticultural Div., Opico (UK) Ltd., 47 Westlode St., Spalding, Lincs. PE11 2BR, U.K. Telex 32637; tel. 0775-5691.

Abrasive, asbestos, nonmetallic mineral products

3292798—NETHERLANDS—Exclus. agency and/or distributorship for fireproof insulation products for building industry. Estab. 1910, staff 325, annual sales fls. 50,000,000. Bankers—Algemene Bank Nederland, 32 Vijzelstraat, Amsterdam. Has 5 branches in Netherlands; subsidiary—De Boer Isolatiewerken BV, Amsterdam. Recommend initial transactions on secured basis. Reply to B. De Boer, Mgr., De Boer BV/Ajax Brandbeveiliging, P.O. Box 4105, Cruquiusweg 118, Amsterdam. Cable BOERASRUB; Telex 14311; tel. 020/354001.

Cutlery, hand tools, hardware

3423298—FRANCE—Firm desires to act as representative for glass cutting devices. Small co. specialized in marketing hardware. Commercial network covers mainly Southern France through 4 local agents. Reply to—M. Louis Vernay, Pres., Ets Vernay 18 Rue Des Rochettes, 42250 St Etienne, France. Phone 33.10.52.

3429315 — FRANCE — Vacuum bottles, pitchers, servers, etc. Estab. 1923. Capitalized at 100,000 francs. Employs 20, 6 salesmen. Mfr. of glassware & vacuum bottles. Marketing territory France. Annual sales volume 2.8 million francs. Bank ref.—Banque Natinale De Parris, Agence Raspail, Paris. Good overall reputation. Payments regular. Reply to—Philippe Delaunay, Pres. & Gen. Mgr., Thermid S.A., 14 Rue Du Dessous Des Berges, 75013 Paris, France. Tel. 583-3050.

Heating apparatus, plumbing fixtures

3433417—SAUDI ARABIA—Domestic gas heating stoves. Direct sale & agency. Interested in expanding trading activities in wide range of products. Requests descriptive/illustrative catalogs with price lists. To ensure quick mail delivery, send replies through Marketing Adviser, American Con. Gen., APO New York 09616 (attn: D. Fisher) for hand delivery to inquiring firm. Reply to—Dave Fisher or Abdulla Alwan, Abdullah S. Alhuraib Ost. P.O. Box 406, Al Khobar. Phone 44224.

Metal stampings

3466157 — NETHERLANDS — Safety closures. Establ. 1934, staff 200, auth. capital fls. 6,000,000, annual sales fls. 30,000,000. Belongs to Cotelle & Foucher SA, Paris, & AKZO NV, Arnhem, Neths. Bankers—Banque De Paris et Pays Bas, Amsterdam. Open account trading warranted. Reply to — H. Oosterink, Mgr., Grada Producten B.C., P.O. Box 8449, Haarlemmerweg 512-516, Amsterdam. Tel. 020/823050.

Special industrial machinery

3551425-27 — UNITED KINGDOM — Raw vegetable wrapping, filling, sealing machinery, also raw vegetable packing machinery. Firm estab. 1964, manufactures fruit & vegetable handling machinery, esp. for potatoes, onions & Brussels sprouts, including graders, strippers & elevators. It produces bulb machinery & operates as bulb merchant. Distributes Dutch & French equipment & wishes to represent U.S. mfrs. Reply to John Gregory, Machinery Dept. Mgr., Lingarden, Ltd., Stone Gate, Weston, Spalding, Lincs. PE12 6HP. Telex 32329; tel. 04066-544.

3622045—HONG KONG—Marine auxiliary controls & accessories. Direct sale & agency. A small ship builder with satisfactory financial status. Would like to act as agent for Far East territory. Good sales contact. Reply to—Eugene C. S. Kwok, Sole Proprietor, Hebe Haven Marina, D. D. 210 R. P. 484 Pak Sha Wan Village, Hebe Haven, New Territories, Kowloon. Tel.: 3-29471.

Household appliances

3635041—CANADA—Interested in agency for central vacuum systems. Reply to Ralph Tomuschat, Mgr., Franam Vacuum Systems, Inc., 16815 117th Ave., Edmonton, Alberta T5M 3V6. Tel. 403-453-5831.

Electric lighting, wiring equipment

3647010—FRANCE—Automotive lighting fixtures. Estab. 1969. Employs 50, with 6 salesmen. Importer/distrib. of automotive equip. & supplies; petroleum products; hardware. Marketing territory France. According to firm's statement, annual sales reached 30 million francs (before taxes). Ref.: Banque Parisienne de Credit,

1 rue Mauthier, 78100 St. Germain en Laye. Reply to Jean Goupy, Pres. & Gen. Mgr., Les Ateliers de Chambourcy, 4 Rte. de Mantes, B. P. 2, 78241 Chambourcy, France. Telex 691932; tel. 965-3067.

Communications equipment

3662626—GERMANY—Firm seeks representation for laser guiding and gauging systems. Quote f.o.b. U.S. harbor. Estab. 1976, employs 5. Fin. ref.—Deutsche Bank AG, Duesseldorf. Reply by fastest means to—Herr Dr. Bartke, Gen. Mgr., Unimat GmbH & Co. KG, Sybelstr. 31, 4000 Duesseldorf. Tel 0211-622654; telex 8588297.

Railroad equipment

3743313—EGYPT—80 electric street car units, "double-end controlled". One meter track gauge, 600 v/dc; car width 2.5 m. Egyptian Transit Authority officials interested in securing aid financing for this equip. Loka is one of several local businessmen wishing represent U.S. supplier in connection with this procurement. Samir Loka, Egyptian Engineering & Trading Estab., 32 Falaky St., Cairo. Cable—ECTOGEN CAIRO; tel. 29172/974126.

3743313—EGYPT—80 electric street car units, "double-end controlled". One meter track gauge, 600 v/dc; car width 2.5 m. Egyptian Transit Authority officials interested in securing aid financing for this equip. Fanous is one of several local businessmen wishing represent U.S. supplier in connection with this procurement. Gamil Boulos Fanous, Gamil Fanous Office, Isis Bldg., Garden City, Cairo. Cable—GENFANGYPT CAIRO; tel. 23903.

Surgical, med., dental instruments

3842331, 3151089—NETHERLANDS—Exclus. agency and/or distributorship for welding helmets, masks; welders gloves. Estab. 1971, staff 10, auth. & paid in capital fls. 25,000. Bankers—Nederlandse Middenstandsbank NV, Zeist. Subsidiary of Van Zantwijk Beheer En Exploitatiemij. BV, Zeist. Recommend transactions on secured basis. Reply to—J. T. L. Van Zantwijk, Mgr., Siduza BV, Prof. Lorentzlaan 30, P.O. Box 49, Zeist, Netherlands. Phone 03403/11884.

Jewelry, silverware, plated ware

3914131, 3469415, 3469523 — NETHERLANDS—Direct sale or representation for electrosilver plated gift items; bakeware, pantryware; household tinware. Estab. 1972, staff 4, auth. capital fls. 100,000, paid in fls. 25,000, annual sales fls. 2,000,000. Reps.—Raimond Silver, Boston, U.S. & Japymarne S.A., Pai Paris, France. Recommend transactions on secured basis. Reply to—A. J. M. Schonk, Mgr., Handelsonderneming A. J. M. Schonk BV, P.O. Box 49, Oranjesingel 12, Berkel-Enschot, Netherlands. Telex 52246; Tel. 013/332674.

Major Technology Fair Planned For Atlanta

The third annual World Fair for Technology Exchange, "Tech EX 78", will be held in Atlanta Feb. 7-10. The exhibition, which will feature the display of new products for license by industry, government agencies and universities, is planned for the Georgia World Congress Center. Participants will offer and seek new technology, improved methods and practical solutions to the problems of innovation, new product development and marketing techniques.

There were 400 exhibits covering 51 countries at the 1977 fair in Chicago. Nearly 5,000 people representing more than 1,000 companies and organizations attended. For information on Tech Ex 78 write: Dr. Dvorkovitz & Associates, P.O. Box 1748, Ormond Beach, Fla. 32074, phone: 904-677-7033.

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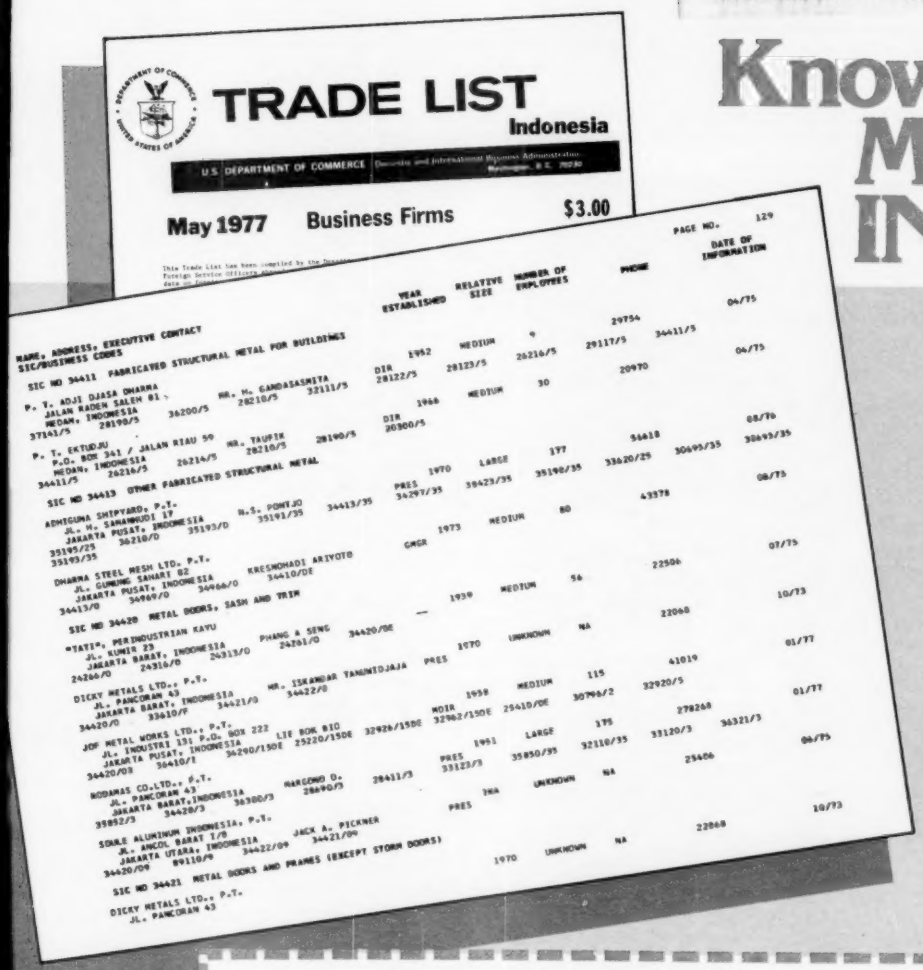

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